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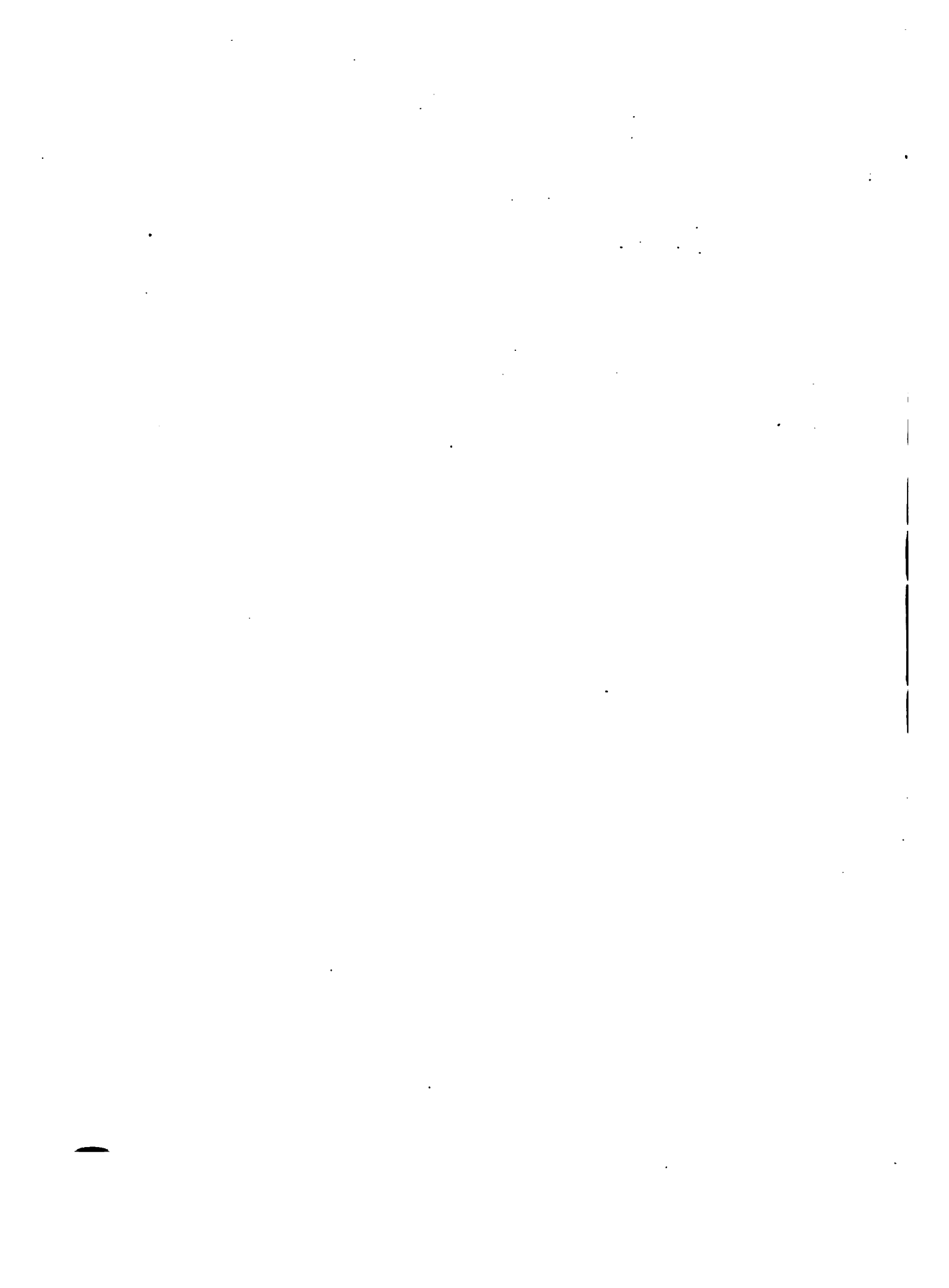
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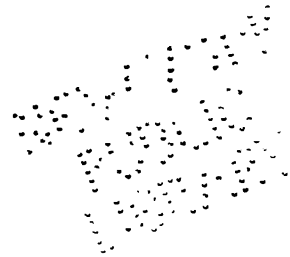




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Pittsburg Leader.

The Book of
PROMINENT
PENNSYLVANIANS

A STANDARD REFERENCE

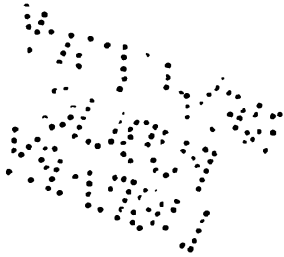


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ALEXANDER P. MOORE, PUBLISHER AND EDITOR-IN-CHIEF,
The Pittsburg Leader.

FOREWORD

By ALEXANDER P. MOORE



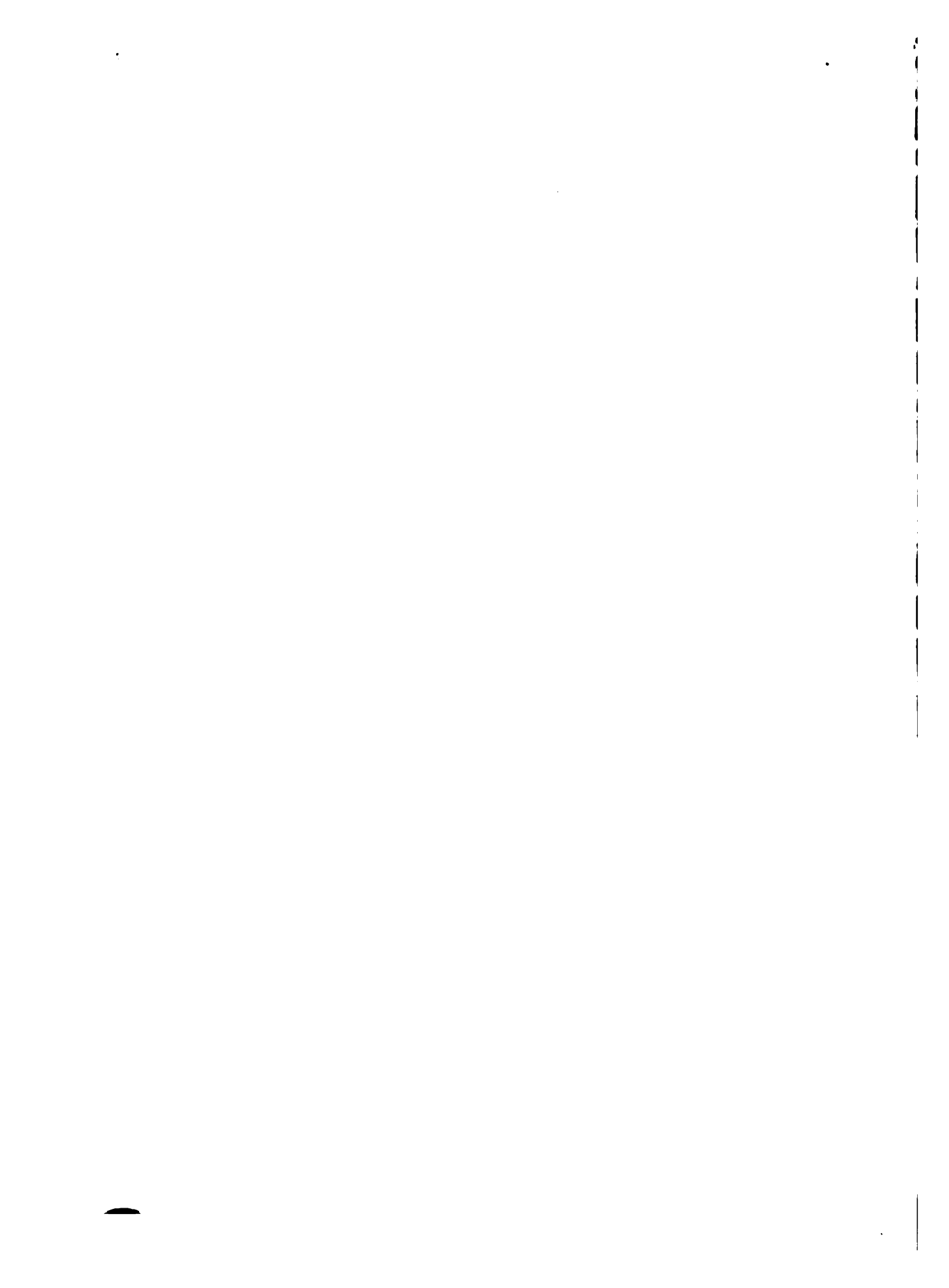
PENNSYLVANIA has produced and today possesses as many men of prominence in all walks of life as any state in the union. Her sons have shone in politics and the professions, in business and banking, as artists and artificers, in the world of letters and the realm of invention, as pioneers in time of peace and leaders in time of war.

This book is published to let all the people know who the men are of whose records Pennsylvania can be proud. Pictures are used because, often, a picture will tell the story of a man's personality far better than the dryer details of his life in printed words.

Pennsylvanians are a progressive people. Her sons are always trying to do something new or trying to do the same things better. Out of this comes leadership in the world's progress and pre-eminence in all lines of endeavor.

The men whose faces look out from the pages of this book have all borne their share of the burden—have performed their part of the duty.

Because of what they have accomplished, they are justly entitled to be called prominent men of Pennsylvania.





JOHN K. EMGE, MANAGING EDITOR
The Pittsburg Leader.

**THE LATROBE CONNELLSVILLE COAL & COKE CO.
AND MARCUS WILSON SAXMAN.**

In a field adjacent to the Saxman farm near Latrobe, the present gigantic corporation known as the Latrobe Connellsville Coal & Coke Company had its inception in 1865.



M. W. SAXMAN

There it was that Mathias Saxman, a descendant of an old pioneer family of that section, spent what time he could spare from his farm work by digging out of the ground, by means decidedly primitive, about 250 bushels of coal each day. This output was increased about 50 bushels in the next five years.

The mining and selling of coal was in those days a comparatively new industry, the use of coke was practically unknown and the incorporation of coal digging concerns was just about beginning to occupy the attention of lawyers. Coal digging, rather than mining, in those days was conducted not unlike cellar excavating in a small town at the present time, and if a man had coal on his property and started to dig it with a large force of men it was considered very extraordinary.

Mathias Saxman began digging his coal on a decidedly modest scale. The running of a railroad switch into his mine was a thing undreamed of, so he provided himself with a large wagon

and hauled his coal to the railroad station at Latrobe, where he unloaded his product with a shovel. In the course of a few months he employed a few men to help him, and with their aid his output grew considerably. About the year 1870 Mr. Saxman was shipping coal into Altoona, and three years later he had so far progressed as to form a company. He took into his partnership two other men, and the three conducted their business under the firm name of M. Saxman & Company.

With his company formed, Mr. Saxman began supplying the Pennsylvania Railroad Company with coal, but not till some time later were other large concerns furnished. Coke was comparatively little used at that time. It was being experimented with by the more progressive manufacturing companies, but the owners of the mills in Western Pennsylvania seemed to have a prejudice against it. The president of this new mining company, however, believed that it could be used to good advantage by the great iron and steel furnaces and that it would eventually grow into use. He acted on that impulse and began, in 1880, to build coke ovens and burn coke. The manufacturing companies fell into his way of thinking in the course of time, and in 1890 he had 80 coke ovens going in full blast.

But the great development of the Saxman interests that had grown to considerable proportions by that time was still to come. The development and consolidation of their coal properties was undertaken by Marcus Wilson Saxman, son of Mathias Saxman and Katharine Wilson Saxman.

The present president of this large concern was born on the old farm near which the coal was first dug, December 24, 1867. The property had been owned by the Saxman family from the time of the taking out of the original deed from the State, and it has never been transferred. Mr. Saxman's early education was obtained in the country schools

of Westmoreland county and later, as he advanced in his studies, he attended the public schools at Latrobe. Subsequently he entered Swarthmore College, where he brought himself into popularity as one of the stars of the gridiron.

Upon leaving college he started in to become practical. Sometimes he worked on his father's farm and at intervals he took a hand at mining coal.

For ten years after that he occupied his time in the mercantile business at Bradenville, Pa., but immediately after that entered upon his career as a coal operator. Superior Mine No. 1 was opened by him alone, and then in rapid succession, with the help of his associates, he began taking coal out of those mines that have since become and are now part of the immense merger known as the Latrobe Connellsville Coal & Coke Company.

In addition to being the president of this corporation, Mr. Saxman is the president of the Ligonier Coal Company, the treasurer of the Cardiff Coal Company, the treasurer of the Unitey Coal Company, treasurer Kelso Smokeless Coal Company, a director Bessemer Coal & Coke Company, on Bessemer & Lake Erie R. R.; a director of the Greenwich Coal & Coke Company, of which he had for many years, and until recently, been president; a director of the Superior Fuel Company, which is located on the Bessemer & Lake Erie railroad, where there is a big modern plant; president of the Citizens National Bank of Latrobe; a director of the Latrobe Trust Company; treasurer of the Derry Glass Sand Company; a director in the Latrobe Printing & Publishing Company, and President Latrobe Electric Steel Company. Mr. Saxman is a member of a number of clubs and societies. He belongs to the Union League Club of Philadelphia, the Duquesne Club of Pittsburgh and the Pittsburgh Athletic Association.

Among the seven largest coal mining companies in the country, ranks the Latrobe Connellsville Coal & Coke Company, with offices in the largest cities of the United States. J. E. Barnett is treasurer of the concern and E. M. Gross secretary.

In 1900 the various companies in the present organization were incorporated. In 1905 the great consolidation of the Saxman interests took place. These original companies were the Saxman Coal & Coke Company, the Superior Coal & Coke Company, the Derry Coal & Coke Company, the Milwood Coal & Coke Company and the original Latrobe Connellsville Coal & Coke Company. They are all merged now under the name of the latter concern. The Derry Coal & Coke Company was originally the Saxman interests.

The plants now in operation are the Saxman mine, the Superior mines No. 1 and 2, Derry mines No. 1 and 2, Connellsville mine, Mellwood mine and the Greenwich property with its seven separate mines. The present monthly output of all these mines amounts to 125,000 tons. The mines are all strictly modern and model in equipment, and are fitted out with electric and compressed air machinery. Each plant is perfectly equipped, and there are no finer steel tipples in the world than the one that can be seen at the Derry No. 1 plant, which has a capacity of 1,000 tons daily and is operated by two men. The big company employs in all about 2,500 men.

The Latrobe Connellsville Coal & Coke Company has branch offices in Philadelphia, Pittsburgh, New York, Baltimore, Boston, New Haven, Buffalo, Cleveland, Detroit, Chicago and other principal Eastern and Western cities. Among its heaviest patrons are the Pennsylvania Railroad Company, the Boston & Maine Railroad Company, the Delaware & Hudson River Railroad Company and other lines. The development, consolidation and growth of this immense concern has, to the exclusion of almost everything else, occupied the attention of M. W. Saxman, in whose work is now represented an accomplishment essentially American and a striking illustration of the advance of Pennsylvania industry.



M. SAXMAN

WILLIAM MUIR.

In order to estimate justly the life, character and genius of a man, it is necessary to possess some knowledge of the heredity that produced him, and the environment in which he was reared, as well as the conditions that surrounded him in later life.



William Muir was born in Carbondale, Pa., April 10, 1851, the son of John and Caroline (Smith) Muir. His father was a native of Edinburgh, Scotland, and came to this country in the year 1823. His mother was of American parentage. Their son William, who was the eldest of five children, inherited the kind, tender heart of his mother, together with the perseverance, integrity and loyalty of his Scotch father.

At the age of 12 he commenced earning his own livelihood, hiring out to a farmer at \$8 per month. However, that work did not appeal to him, and he decided to make a change, whereupon he served three years at the marble cutting trade. This work did not agree with him physically, and he was forced to look elsewhere for employment.

Since he was naturally of a mechanical mind, he next took up carpentry work, and for two years pursued this trade under instruction. At the

end of this time he began contracting and building for himself. One of his first contracts, and one which proved the turning point in his career, was the construction of a refinery for E. E. Hendrick, of Carbondale, Pa. Because of the knowledge of the refining business gained while constructing this plant, he became convinced that refining was more lucrative than the business he was following, and determined to become better acquainted with the oil business. This led to his becoming one of the important independent oil refiners of the country. However, his work in construction did not cease, for beside Mr. Hendrick's plant he has completed five refineries: one at Corry, Pa.; two at Warren, Pa., and two at Titusville, and has followed the oil business along various lines since 1876, retaining large interests in the plants constructed at Warren and Titusville.

In the year 1872 he married Miss Martha Fuller, of Carbondale, Pa., and they are the parents of four children—two sons and two daughters. For the past 10 years Mr. Muir and his family have been residents of Titusville, Pa., where they have a handsome home on one of the most attractive streets in that city. During the 16 years previous to their coming to Titusville, they were residents of Warren, Pa. In both cities Mr. Muir has many important business interests.

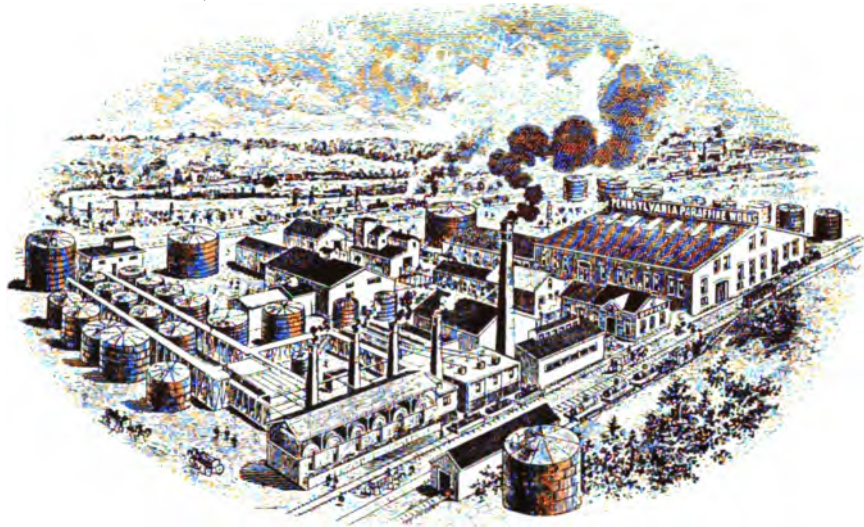
Mr. Muir is today general manager of Crew Levick Co., a well-known firm of Philadelphia, large oil manufacturers and jobbers, whose offices are located in nearly every known country, and whose products are likewise universally known. He is president of two refineries in Titusville, Pa., the Pennsylvania Paraffine Works and the Bessemer Refining Company, both large exporters of the various petroleum products. He is president of the Riverside Acid Works, of Warren, Pa., and also of the First National Bank, of Warren, one of the oldest and most substantial institutions of that city.

Mr. Muir is characterized by his tenacity of purpose, upright business methods and absolute justice in all dealings. In him we find the rare combination of the successful business man and the kind-hearted, chivalrous gentleman.

THE PENNSYLVANIA PARAFFINE WORKS.

Founded in 1893, the Pennsylvania Paraffine Works has developed and grown until even in far-off countries the plant is known because of its production of the "largest variety of output of any independent refining company in the world."

Occupying an advantageous situation in the center of the Pennsylvania oil fields, possessing excellent facilities for transportation, Titusville, largely through the enterprise of the Pennsylvania Paraffine Works and other factories, is becoming more and more noted as a manufacturing city.



Flanked by rows of oil tanks of a combined capacity of 100,000 barrels, in a well chosen location in the East End of Titusville, stand the buildings of the company's new and extensive plant. Built entirely of brick and steel, fireproof and strongly constructed, the various buildings are arranged in groups most advantageous for the carrying on of refining and other operations.

In the plant in every department is installed the most approved machinery. In every particular the equipment represents not only the best construction, but the attainment to the highest degree of success of the purpose for which it is intended. Beginning at the crude and the tar stills, where five 100 horse-power boilers with automatic feeders are placed, it is interesting to trace the crude oil and the tar through the various processes of clarification and segregation. Step by step they are transformed from liquids into vapors, from gases back again into liquids, then from the liquids the solids are precipitated; by chemical and mechanical action the work continues until finally are obtained the finished products, in form ranging from the lightest naphtha down through the list of illuminating oils, lubricants, neutrals and waxes to the solid waxtailings and coke.

Reduced to the last extremity the products of petroleum are almost innumerable. Of the various specialties of the Pennsylvania Paraffine Works the most important are:

Superior water-white oil, crystal water-white in color; extra prime white oil, water-white in color; stove gasoline, deodorized, for use in vapor stoves, automobiles, gas engines, torches and for dry cleaning; deodorized naphtha, for paints and varnishes; steam refined cylinder stock, especially prepared for locomotive and marine engine lubrication; pale and lemon neutrals, prepared especially for the heaviest work on high-speed engines, dynamos, gas engines, thread-cutting machines, ice machines, elevators, general light lubrication, steam separators, spindles, looms, sewing machines, miner's oil, greases and adulterations; red neutrals, used for heaviest work on high-speed engines, dynamos and thread-cutting, for cordage oil and light lubrication.

In addition to the output, the Pennsylvania Paraffine Works makes various wood oils, gas and fuel oils, white and yellow wax, petroleum pitch, coke and numerous other derivatives from petroleum. In the compounding department of the company are carefully prepared a great variety of lubricants, either according to the formulas of the corporation, or as specified by customers.

On Saybolt's instruments, according to the requirements of the Produce Exchange, are made the tests of the Pennsylvania Works. Manufacturing operations are directed by an experienced refiner, an expert in the business, a chemist who has more than kept up with the times. The maximum capacity of the stills of the Pennsylvania Paraffine Works is 1,500 barrels a day. In the refinery 50 men are employed. Through convenient connections with the Pennsylvania Railroad and with the Dunkirk and Allegheny Valley Railway, the company has especially good shipping facilities.

In the United States the Pennsylvania Paraffine Works maintains branch offices, sales agencies, in New York, Chicago, Pittsburgh, Baltimore, Savannah, Jacksonville, Warren, Ishpeming, Houghton, Newark, Jersey City, Hoboken and Trenton. Its foreign branches are located in London and Manchester, England; Glasgow, Scotland; Paris, France; Antwerp, Belgium; Hamburg and Frankfort (on-the-Main), Germany; Barcelona, Spain; Bombay, India, and Kobe, Japan.

The officers of the company are: William Muir, president; L. J. Levick, vice-president, and W. F. Cowden, secretary and treasurer. The Pennsylvania Paraffine Works is capitalized at \$500,000, but this sum now represents the original strength of the organization and not the proportions to which the business has grown.

THE BESSEMER REFINING COMPANY.



The Bessemer Refinery recently completed and with headquarters in Titusville, Pa., does an extensive business in the paraffine and oil trade. Aside from the usual work done in oil refineries, the Bessemer Company has added what is known as "Cold Test" stock.

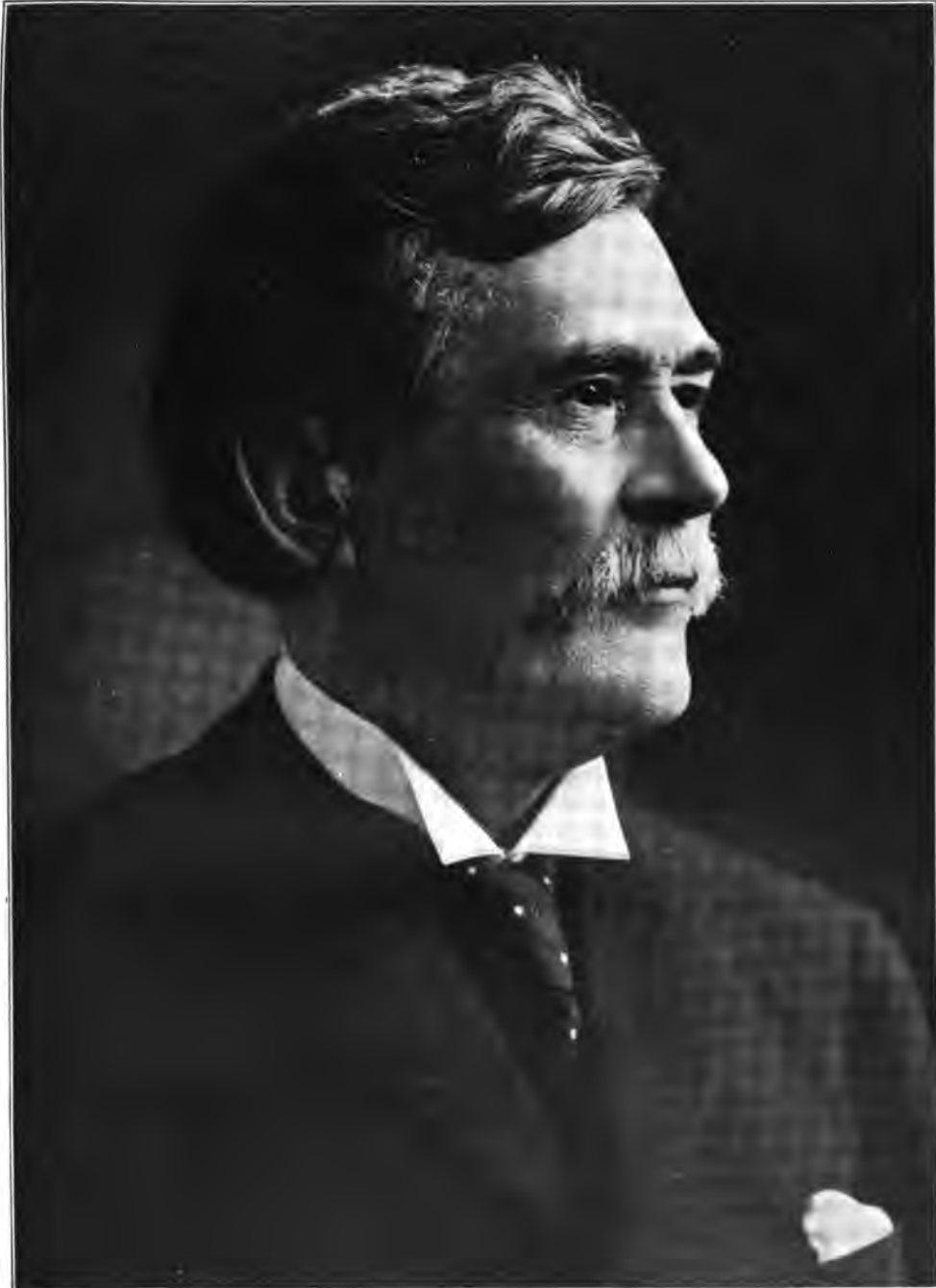
The splendid new plant of the Bessemer Refining Company is fully up to the standard in the quality and quantity of output. The plant is constructed of steel and iron and is fitted up with the most modern appliances and machinery.

In every particular the equipment represents not only the best construction, but the attainment to the highest degree of success for the purpose for which it was intended.

The Bessemer Refining Company manufactures high gravity gasolines, also high gravity refined oils, dark and filtered cylinder oils.

ABRAHAM L. KEISTER.

Abraham L. Keister, of Scottdale, Pennsylvania, was born in Fayette county, Pennsylvania, September 10, 1852; was educated in the public schools of Fayette county and in Otterbein University, at Westerville, Ohio; was admitted to the bar and practiced his



profession for a short time in Columbus, Ohio. He engaged in the manufacture of coke in 1881 in Fayette county, Pennsylvania, and later in the banking business at Scottdale. He has resided at Scottdale since 1886. He was elected to Congress November 5, 1912.

HON. JOHN M. MORIN.

John M. Morin, representative in Congress, labor leader and former baseball player, was born in Philadelphia, April 18, 1868. His parents were Martin Joseph Morin and Rose (nee Joyce) Morin, who came from Mayo, Ireland, to Philadelphia in 1862.

When Mr. Morin was but four years of age, his parents removed to Pittsburgh, and his first education was received in the public schools of that city. At an early age he went to work in a glass factory. The hours were long and the labor was exhausting. Many boys were unable to stick for more than a few days at the trying work. John Morin has a streak of gritty sand in his make-up, however. He not only worked each day in the factory, but in the evening he attended school and studied so diligently that he kept up with his more fortunate companions who did not have to quit school to go to work. Later Mr. Morin secured a better job in an iron and steel mill. He still continued to study at night, and at length completed a course in a business college.

When 21 years old, Mr. Morin, like many of his acquaintances, became interested in the great opportunities said to be open to a young man in the west. Possessing a little more ambition than the average young man, Mr. Morin went west to investigate for himself. He reached Missoula, Montana, where he secured a position with the D. J. Hennessy Mercantile Company. He was there three years, then returned to his former home in Pittsburgh, Pa., in the fall of 1893, where he has since resided.

Having worked in glass factories and in iron and steel mills for many years, John Morin early learned to appreciate the value of trades unions to workingmen. After his return to Pennsylvania and while living in Pittsburgh he was impressed still more deeply with the value of labor unions as a defense of workingmen against the encroachments of greedy capitalists. For many years he was a member of the Central Trades Council of Pittsburgh, and gave liberally of his time and knowledge in assisting the various unions of the Pittsburgh district in their fight for the workingmen.

Mr. Morin has been a consistent member of the Republican party since he became old enough to cast a ballot. He is liberal in his views, however, and as an office holder gives of his time and ability unstintedly in the service of the entire population of the district he represents. Mr. Morin has been a delegate to every Republican State Convention in Pennsylvania from 1905 to 1912. From 1904 to 1906 he was a member of the Common Council of Pittsburgh, representing the old Fourteenth ward, now the Fourth ward of Pittsburgh. He acquitted himself creditably as a city legislator, and won not only the respect of his fellow councilmen, but the approval as well of his constituents.

In recognition of his sterling manhood and skill in organizing and handling men Mr. Morin was appointed Director of Public Safety for the city of Pittsburgh April 5, 1909. During the time he held this position many important and beneficial changes were made in the police system of the city and its efficiency was increased greatly. While still holding this important office Mr. Morin determined, upon the urgent solicitation of his friends, to be a candidate for Congress at the 1912 election. He accepted the nomination for representative-at-large offered him by the State Convention at Harrisburg and was endorsed by the Bull Moose, Roosevelt-Progressive and Washington parties. He was elected to the Sixty-third Congress, receiving an overwhelming majority of 618,537 votes against the 357,562 received by his leading opponent, a Democrat.

His resignation from his position at the head of the Department of Public Safety was accepted with regret, although necessary to enable him to assume more important duties at Washington.

Mr. Morin is an all around athlete and has always taken a deep interest in clean sports, especially in baseball. While in Montana he was captain-manager of the Missoula Baseball Team from 1891 to 1893. He helped organize the Montana State Baseball League and served as a director until he returned to Pennsylvania. Mr. Morin is best known among athletes of Pennsylvania as a sculler. Mr. Morin was married to Miss Eleanor C. Hickey, of Pittsburgh, in 1897. There are seven children.



JOHN M. MORIN AND HIS FAMILY.

S. G. PORTER.



One of the most prominent figures in the field of politics and the legal profession in the State of Pennsylvania is Stephen G. Porter, of the North Side, Pittsburgh. Mr. Porter has established an excellent record for himself both as a legal practitioner and as a politician, being a member of the Sixty-third Congress, and having served in the Sixty-second Congress. Mr. Porter was born May 18, 1869, on a farm near Salem, Ohio. At an early age he came to old Allegheny city. He attended the public schools and Allegheny high school. For two years he studied medicine, but deciding that he was better fitted for a legal career he studied law and was admitted to the bar in Allegheny county in 1894. In 1903 he became city solicitor of Allegheny and established an excellent record in that office. At the primary election in Pittsburgh, September 16, 1913, he was the mayoralty nominee who received the largest number of votes. He has always been a progressive in politics.

W. J. HULINGS.

Willis J. Hulings, engineer, attorney and reform leader in politics, was born in Clarion county, July 1, 1850. His parents are Marcus Hulings and Margaret McDermott (nee McCluee) Hulings. He was educated as a civil engineer and lawyer, and admitted to practice law in the courts of Pennsylvania, West Virginia and Arizona. He has been engaged extensively in mining and oil operations. He commanded the Sixteenth Regiment, Pennsylvania Volunteer Infantry, in the Spanish-American War, and was promoted from Colonel to Brigadier General for meritorious conduct in action by President McKinley. He was a member of the lower house of the State Legislature from 1881 to 1887, and of the State Senate from 1907 to 1911. For many years Mr. Hulings was a Republican. Later, he became a Progressive, and was elected to Congress from the Twenty-eighth District by a large majority as a candidate of the Washington party in 1912. His wife was formerly Miss Emma W. Simpson. They have eleven children.



HENRY COOPER.

From machinist to Senator is a fairly good jump for a man to make, for there are a great many men who earn their daily bread in the crafts and never try to do anything else. Many more there are who could not do anything else, no matter how many chances they might get.

Labor organizations, feeling the need of representation in the State Legislatures, naturally turn to their own number when in search for a man who can be depended upon to take care of the interests of the laboring class and labor unions, but apparently few are to be found.

One of those few, who, after serving an apprenticeship in a machine shop, elevated himself in politics with signal success, is Henry Cooper, State Senator from Allegheny county. Senator Cooper has not only been a machinist, but a farmer, too, and the surprise of many is that he was not appointed as a member of the Committee on Agriculture when he was sent to the Senate. However, he served on committees enough for any one man, and these kept him constantly busy. During the term of 1911 he was a member of the Canals and Inland Navigation Committee, the Committee



on Education, the New County and County Seats Committee, the Committee on Public Printing and the Committee on Public Supply of Light, Heat and Water.

When he was not busy in the Senate chamber he was present at a committee meeting, and between the two he had very little time to do anything else. Probably because he rose from the ranks, he has always been regarded as a workingman's friend, and in spite of his many duties he was never too busy to see an occasional committee of toilers who wanted something from the powers at Harrisburg. The parents of Mr. Cooper, Dr. John F. Cooper, a practicing physician, and Mrs. Sarah Cooper, lived on Arch street, Pittsburgh, North Side. There the Senator was born December 12, 1848. When six years old he entered the Third Ward school of his native city and gradually worked his way through the public school system. His parents placed him in Duff's Business College, Pittsburgh, where he was given a general office training.

Eager to learn a trade, Mr. Cooper went into a machine shop, where he served several years at the bench and on the various machines, acquiring a thorough knowledge of the trade. Next he went to farming, and then he entered politics. For three years he served as auditor for Beaver county, and in Bellevue he held a prominent place in the borough council for five consecutive years. In November, 1910, he was elected to the Senate. Mr. Cooper's regular occupation now is that of oil producer, for he owns and operates large and valuable oil holdings. He is a director of the Bellevue Realty Savings & Trust Company, and the Bellevue Country Club. He is also a member of the Tariff Club, of Pittsburgh.



M. Clyde Kelly was born in Bloomfield, Ohio, August 4, 1883. He attended the public schools of his native town and the Muskingum College at New Concord, Ohio. In 1904 he became the publisher of the Braddock *Leader*, and a year later the Braddock *Daily News*. In 1907 he took over the management of the Braddock *Daily News-Herald*, of which he is now president and managing editor. He is also the president and director of the Braddock Daily News Publishing Company. In 1910 he was elected to the Pennsylvania House of Representatives from the Tenth district of Allegheny county, and in 1912 was elected to Congress from the Thirtieth Pennsylvania congressional district. He is the author of "Machine Made Legislation," and is a member of the Braddock Board of Commerce, the Carnegie Round Table, Odd Fellows, Knights of Pythias, Knights of Malta and Royal Arcanum.

James Francis Burke was born in Petroleum Center, Venango county, Pa., October 21, 1867. He is the son of Richard J. and Anna Arnold Burke, and has represented the Thirty-first district, Pittsburgh, in Congress for five successive terms. Mr. Burke in 1892 was graduated from the University of Michigan with the degree of LL.B. In 1893 he was admitted to the Allegheny county bar and practiced law in Pittsburgh and the county until elected to the Fifty-ninth Congress. Mr. Burke organized and was first president of the American Republican College League with branches in all American universities. He was the youngest secretary ever elected by the Republican National Committee. He is a member of the Duquesne, Country, Union, Americus, Tariff and Athletic Clubs of Pittsburgh, and of the Army and Navy Club, Washington, D. C.

JAMES
FRANCIS
BURKE.



Andrew Jackson Barchfeld, representative at Washington, D. C., from the Thirty-second Congressional District, was born in Pittsburgh May 18, 1863. His parents were Henry Barchfeld and Mary (nee Neuenhagen) Barchfeld. In 1884 he graduated from Jefferson Medical College, Philadelphia, practiced in Pittsburgh until 1904, when he was elected to Congress, and has been re-elected ever since. Mr. Barchfeld has been for years a member of the Inter-parliamentary Peace Union at The Hague. For several years Mr. Barchfeld was city physician for Pittsburgh. He belongs to the Pittsburgh South Side Medical Society, the Allegheny County Medical Society, the Pennsylvania State Medical Society and the American Medical Association. He is a member of the Union Club, Country Club, Pittsburgh Athletic Club, and others.

ANDREW
JACKSON
BARCHFELD

FREDERICK DAVIDSON.

The privilege of a man, to stretch his hand over the map of North America, and have the tips of both his thumb and his little finger, to say nothing of his palm, locating seats of industries in which he holds interest, is something that is rarely enjoyed. To sit in Pittsburgh and make suggestions as to how certain things should be done in Mexico and Canada, and reap the harvests thereof, shows more than anything else that the opportunities of one thoroughly familiar with manufacturing enterprises are limitless. There are a few successful individuals in Western Pennsylvania who are doing this now, but they are comparatively few, and only a small number of them are reaching out and making themselves known in other foreign fields.

One of those who has been signally successful at home, and abroad as well, is Frederick Davidson, of 367 South Negley avenue, Pittsburgh, locally known as the secretary and treasurer of the Union Drawn Steel Company of Beaver Falls. Mr. Davidson is 43 years old. He was born in Connellsville, Pennsylvania, October 27, 1870. At an early age his father, Colonel Daniel Rogers Davidson, and his mother, Mrs. Margaret (Clark-Johnson) Davidson, decided to enter him in a military academy. Accordingly he was sent to Chester, Pennsylvania, where the Pennsylvania Military Academy was rapidly becoming famous as one of the best institutions of its kind in the country. There Mr. Davidson received his elementary and collegiate education, and when he left Chester at the end of his studies, he went to Beaver.

About that time the First National Bank of Beaver Falls was being organized and for the reason that he was well equipped for the position, Mr. Davidson was made its first cashier. He remained there for three years, and the experience he thus obtained he used as a stepping stone to the more remunerative positions that began to present themselves. Leaving the bank, he accepted the place of secretary and treasurer of the Union Drawn Steel Company of Beaver Falls, and, although he is still in that office, he has succeeded in making his influence felt in other concerns, with all of which he became connected in some capacity in the course of time.

In a short time the Canadian trade of the Beaver Falls concern became great enough to merit the establishment of a branch factory in Hamilton, Ontario, and this branch was eventually made a separate concern. Of this Canadian establishment Mr. Davidson also became secretary and treasurer. The formation of corporations was daily going on, and at the time of the organization of the Beaver Clay Manufacturing Company, Mr. Davidson, who was one of the organizers, was elected to the presidency. Then a nail manufacturing company was started in old Mexico, known as the Monterey Wire Nail Company, and in this company, too, Mr. Davidson was given the highest office.

At the same time he interested himself in matters nearer home. The First National Bank of Beaver Falls, in which he began his business career, still holds him as a director, and in the same capacity he serves the Bank of Pittsburgh, National Association, and the Davidson Ore Mining Company, of Buffalo, N. Y. Mr. Davidson is an ardent patron of athletics and holds membership in the Illinois Athletic Association. In Pittsburgh he belongs to the Union Club, and in Philadelphia he is a member of the Manufacturers' Club.



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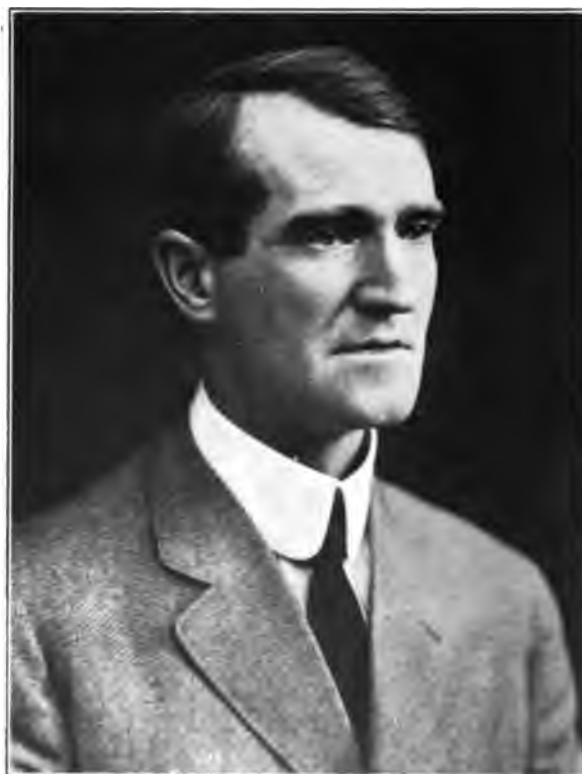
SAMUEL G. DIXON.



Samuel G. Dixon, M. D., LL. D., State Commissioner of Health under Governors Pennypacker, Stuart and Tener, was born in Philadelphia March 23, 1851. He is licensed to practice both law and medicine. Among the schools he attended are the Medical School of the University of Pennsylvania, and the department of Bacteriology, of King's College, London. He studied under Pettenkofer in Munich. Dr. Dixon has served as Professor of Hygiene in the Medical School of the University of Pennsylvania and dean of the auxiliary department of medicine, and is connected with many scientific organizations. His publications cover a large field in hygiene and bacteriology. On October 19, 1889, Dr. Dixon made known through the *Medical News* of Philadelphia, his great discovery of producing immunity to tuberculosis in the lower animals, and described his fluid extract used in the successful treatment of tuberculosis.

A. W. POWELL.

Archibald W. Powell, Auditor General of Pennsylvania, was born August 21, 1872, at California, Pa., the son of John R. and Harriet Weaver Powell. He was graduated from California Normal School and the Yale University Law School. Mr. Powell was first a building foreman and contractor. He next became principal of the schools in Duquesne borough, Allegheny county, and later at Latrobe, Pa. From 1897 to 1900 he was at Yale and went to the Philippines with the Tenth Regiment, in the war with Spain and the Aguinaldo rebellion. He was twice promoted for wounds received in action. In 1901 he began the practice of law in Allegheny county. He is now adjutant of the Tenth Regiment and the Historian of its Veteran Association. He is a member of the Order of Free and Accepted Masons, the Benevolent Protective Order of Elks and the Knights of Pythias. In 1910 he was elected to the State Senate, and 1912 was elected Auditor General of Pennsylvania on the Republican and Washington party tickets.



FREDERICK N. BEEGLE.

Frederick N. Beegle, officer and director in a half-score business organizations, was born at Millersburg, Ohio, May 21, 1863. His parents were Mr. and Mrs. Benjamin Beegle. He was educated at Millersburg and at North Manchester, Ind.

Mr. Beegle inherited little except the good name of his parents, who both died before the son had reached manhood. At the age of 16, Mr. Beegle began clerking in a store. Tiring of this he started a wholesale process business which he conducted for two years. In 1885 he obtained a position with Hartman Steel Company, of Beaver Falls, and remained with this firm for four years.

At last he found the work to which he was to devote the best energies of his life, but he was not destined to remain much longer with this company. He was offered a position as assistant superintendent of the Union Drawn Steel Company, of Beaver Falls. After some hesitation, he accepted the offer and went to work in November, 1889. After filling a number of minor positions, he was appointed secretary. In a few years he became treasurer and at length was elected president. He has held this position the last 12 years.



Other companies with which Mr. Beegle has been connected are: The Beaver Clay Manufacturing Company, of New Galilee, vice-president; Ideal Opening Die Company, of Beaver Falls, secretary and treasurer; Davidson Ore Mining Company, of Buffalo, N. Y., president; First National Bank, of Beaver Falls, vice-president; Monterey Wire Nail Company, of Monterey, Mex., treasurer; Alamo Mining Company, Monterey, Mex., treasurer; Pittsburgh & Lake Erie Ship Canal, director. Mr. Beegle is a member of the Union Club of Pittsburgh, the Tamaqua Club of Beaver Falls and of the Beaver County Country Club.

Mr. Beegle is a typical self-made man. Mr. Beegle always has been a consistent Republican, but never has sought office or engaged actively in politics. In charitable and philanthropic work, however, he has always taken an active interest. He has not only given generously of his wealth to charitable and benevolent institutions, but has given of his trained business ability as well. As chairman of the Board of Trustees for the Beaver County Children's Home he has done much to add to the prosperity and usefulness of the institution. For many years he has been president of the Home for the Aged of Beaver County, and has endeavored, successfully, to increase the usefulness of the institution.

Mr. Beegle's wife was formerly Miss Nellie E. Heath, a daughter of the late Rev. A. Heath, of Oberlin, O. There is one son, born in 1896. Few persons have been interested in as wide a variety of business enterprises as has Mr. Beegle. Not content with the business of manufacturing and selling steel, at which he is unusually successful, Mr. Beegle interested himself financially in the mining business, and was active in promoting the operations of the Alamo Mining Company in Mexico. He is also actively interested in the construction of the proposed Pittsburgh & Lake Erie Ship Canal, as well as in banking and in numerous other enterprises.

E. M. BIGELOW.



"Battery Dan" they called an individual in New York who spent a great deal of time and money in obtaining for the people of the city a delightful spot known as Battery Park. Pittsburgh has its "Battery Dan," too, but his sobriquet is more dignified. They call him the "Father of Parks" there, and his true and correct name is Edward Manning Bigelow and the park system of Pittsburgh is his creation. Mr. Bigelow is now the commissioner of highways of the State. For many years he was director of public works of Pittsburgh. He was born in that city November 6, 1850, the son of Edward M. and Mary (Steel) Bigelow. He attended the Western University. Subsequently he was made engineer in charge of the surveys of the city of Pittsburgh. In 1880 he became city engineer. He was elected director of the department of public works in 1888 and unanimously re-elected to several terms of four years each. More recently he had filled the office of Allegheny county consulting engineer.

S. D. FOSTER.

Samuel Davis Foster, chief engineer of the State Highway Department, was born September 11, 1880, at McKeesport; his parents were Alexander D. and Amanda L. Foster. From Washington-Jefferson College he received the degree of bachelor of science in the class of 1903, and in 1911 the honorary degree of civil engineer. Mr. Foster's record of efficient public service includes three years with the United States engineers in the Ohio, Monongahela and Allegheny river improvements; eighteen months as assistant engineer in charge of construction of roads, sewers and Water works in Panama and in Havana Province, Cuba; two years as chief engineer of the Allegheny County Road Department, and two years as chief engineer of the Pennsylvania State Highway Department. Among his clubs and societies are: Duquesne and University Clubs, Pittsburgh Athletic Association, Engineers' Society of Western Pennsylvania, and American Society of Civil Engineers.



BENJAMIN N. FREELAND.

Honesty, integrity and business acumen, with the additional qualities of personality, unswerving devotion to a cause or interest and a remarkable capacity for work have been the factors in the successful career of one of Waynesburg's most notable citizens, Benjamin N. Freeland. This exceptionally gifted teacher, lawyer, statesman and financial light of Greene county was born at Mt. Morris, near the Greene county seat, March 18, 1858. His parents, William and Nancy Freeland, gave him a public school education in the village school of Mt. Morris. Like other country boys, he went to school in the winter months and helped on the farm in the summer. At the age of 15 he began teaching a little rural school in Greene county, but in vacations took special instructions in the Eastman Business college of Poughkeepsie, N. Y., from which place he was graduated in 1876, at the age of 18.



The farm, the school house and the business college all were contributing factors in the success of Mr. Freeland, who stored the knowledge learned in these places for reference which has since gained him many a battle in the legal and political world.

Until 1893 he taught school part of the year and continued his studies, reading law in the evening and during vacation. Recognition of his business abilities came first in 1893, when he received the appointment of United States storekeeper in Greene county, which position he held until 1896.

Mr. Freeland was next elected clerk of courts in Greene county and later re-elected to the position, serving the county until 1902. Then his political career in its larger possibilities began. He was a staunch Democratic leader in Greene county for years. In 1902 the people, realizing that a strong opponent was needed to defeat the Republican candidate, W. E. Crow, persuaded Mr. Freeland to take the nomination for state senator from the Fayette-Green district. This he did, defeating Mr. Crow, who has since become a leader in the state senate, by the largest vote ever polled in the county. Mr. Freeland's majority was 2,300 votes in a county which is normally 1,300 majority. While clerk of courts Mr. Freeland continued his law studies, and in 1901 was admitted to the county bar, and three years later to practice in the Superior and Supreme courts of Pennsylvania. He is a shrewd politician, honest and fearless in his fights for political preferment, a brilliant lawyer and one of the financial pillars of the farming county.

He is considered the foremost financier in the county, being identified with practically all the larger banking and business interests of that section of the State. He is a director of the People's National Bank of Waynesburg, the Waynesburg Home Gas Company and the Sheridan Oil and Gas Company. Mr. Freeland is a stockholder in the South Penn Telephone Company and a director of the company. He is a member of the East Waynesburg Board of Education.



Eugene Trump Norton, vice-president and director of the First National Bank of Connellsville, was born in Brownsville, Pa., October 10, 1866, the son of Philo and Martha Herbert Norton. When seven years old he went with his parents to Connellsville, Pa. Mr. Norton is president and director of the First National Bank, Vanderbilt, Pa.; treasurer and director of the Sligo Iron & Steel Company, of the Meyersdale Coal Company and of the Wells Creek Supply Company. He is a director of the Connellsville Construction Company, of the Yough Trust Company, of the Fayette Securities Company and of the Connellsville News Publishing Company. Mr. Norton is a member of the Chamber of Commerce of Connellsville, and a trustee of the Christian Church. He is a Mason, a director of the Y. M. C. A., and a trustee of Bethany College, West Virginia.

John Davis Frisbee, banker and merchant of Connellsville, was born October 14, 1829, in Pittsburgh. His parents were JOHN DAVIS FRISBEE, Samuel and Jane Frisbee. In 1853 he joined the "gold seekers" in California, and conducted a miners' supply store at Stony Bar, in Placer county.

Returning to Pennsylvania he located in Connellsville, in 1861. He entered into a partnership with William Cooper & Company, general merchants, and began business in the same building he now occupies. Later, he bought out his partners and formed the Frisbee Hardware Company, devoted exclusively to hardware. He was one of the organizers of the First National Bank of Connellsville and has been its president since the incorporation, 37 years ago. Mr. Frisbee is an officer in many of the subsidiary companies of the West Penn Railways Company. He married Miss Catherine L. Herbert in 1863. There are four children living.



Frank Eugene Markell, civil engineer, pharmacist and banker, was born in Monongahela City, the son of John S. and Emma Markell. He was educated in the public schools of Monongahela and was graduated from the Monongahela high school. After leaving high school Mr. Markell took a special course in civil engineering, which he followed for several years.

He is interested in several banking establishments in his home town, being president of the Citizens National Bank and president of the Clearing House Association of Connellsville. Mr. Markell is president of the Chamber of Commerce and president of the Southern Connellsville Coke Company.

JOSIAH VANKIRK THOMPSON.

Josiah Vankirk Thompson, millionaire coke and coal operator of Fayette county, was born in Menallen township, near Uniontown, Pennsylvania, February 15, 1854, a son of Jasper Markle Thompson. He attended the public schools and later Washington and Jefferson College, at Washington, where he was graduated in June, 1871. On November 11 of that year he entered the employ of the First National Bank of Uniontown as clerk, and on April 2, 1889, following the death of his father, who was president of the bank, succeeded him in the presidency. This bank pays the largest salaries and has the largest surplus and profits of any national bank in the United States, leading the National Bank Honor Roll for a number of years.

Mr. Thompson extended his interests as the bank grew, and now he is the largest individual owner of coking coal lands in the United States. His holdings include land in Fayette, Greene, Washington and Allegheny counties, Pennsylvania, and in West Virginia.

Mr. Thompson was president of Uniontown council from 1892 to 1900, and at various times has been president of the News Publishing Company, Union Cemetery Company, and has participated and aided every legitimate enterprise offered to him for support.

He has a remarkable memory and still more remarkable judgment, and although not one of his bank employes are bonded, there never has been an erring clerk, teller or cashier connected with the bank in its history.

Mr. Thompson married Mary Anderson, daughter of Mr. and Mrs. John Anderson, December 11, 1879. She died August 8, 1896. There are two children.

The success of the bank of which Mr. Thompson is president is due not only to his shrewd management, but to the zeal and enthusiasm of all the employes, inspired by Mr. Thompson's own industry. It is not uncommon for Mr. Thompson to work continuously in his private office for a week without as much sleep as would amount to one good night's rest. He personally attends to all his own correspondence and writes all his own letters. There may be 150 of them in a single day. Mr. Thompson can go to sleep in a second anywhere, and when he awakens it is with every faculty and instinct alive and alert. He will fall asleep in the bank room writing a letter; nap, perhaps, for 15 minutes; then awaken, and continue the writing of the letter.

No loans are made from Mr. Thompson's bank for more than the legal six per cent., nor is a bonus ever asked or taken from borrowers. If you get the money at all you get it regular, and no bonus inducement can tempt a dollar from the vaults. No deposits are accepted except subject to check, and no interest is paid on deposits, however large.



JAS. A. SEARIGHT.



James Allison Searight, of Uniontown, engaged in the insurance and banking business, was born September 13, 1836, in Manellen township, Fayette county. His parents were William Searight and Mrs. Rachel (nee Brownfield) Searight. Mr. Searight attended the public schools, Dunlap's Creek Presbyterian Academy, the Iron City Business College of Pittsburgh, Kenyon College and the Philadelphia Divinity School. Ill health, however, prevented Mr. Searight from entering the ministry. In Uniontown he opened a real estate and insurance office. In 1871 he helped organize the People's Bank of Fayette county, of which he became treasurer, and later president, holding the position until the bank was merged with the Citizens' Title and Trust Company. Mr. Searight has pronounced literary talent. He belongs to the Sons of the American Revolution, the Historical Society of Pennsylvania, the Knights Templar, and the Protestant Episcopal Church.

J. VANCE GRAFT.

The life of J. Vance Graft, general superintendent of the Uniontown Water Company, has been one of busy achievement. Mr. Graft was born in Dunbar township, Fayette county, Pa., November 3, 1860, the son of Samuel and Mary Graft. He received the foundation for his business career in the public schools. At first he learned the printing business and then studied civil engineering. He then took up the practical side of railroading; engaged in the milling business for two years, and the foundry and store business for 10 years. For six years he was a traveling salesman. Then he became general superintendent of the Uniontown Water Company, which position he has held for 12 years. In that time the Uniontown plant has been practically rebuilt, two of their largest reservoirs having been constructed, three others reconstructed, and the water system perfected. Mr. Graft has spent 29 years in Uniontown. July 16, 1884, he married Miss Henrietta Miller, and they have three children.



JAMES CLARK WORK.

James Clark Work, of Uniontown, is the Judge of the Orphans' Court of Fayette county, which office he has held continuously since the creation of the court in 1907.

He was born on the farm he now owns in Dunbar township, Fayette county, Pennsylvania, February 8, 1859, the sixth child of John and Sarah (McLaughlin) Work. He was graduated from Waynesburg College. In 1884 he entered the law school of the University of Michigan at Ann Arbor, continuing one year; then the law school of Yale University, entering the senior class. He was graduated from Yale with the degree of L.L.B. in 1886. Before leaving New Haven he passed the required examination and was admitted to practice in the Supreme Court of Connecticut.



Mr. Work then returned to Fayette county, locating in Uniontown, entering there the office of Alfred Howell, then a leader of the Fayette county bar. He familiarized himself with Pennsylvania law and procedure, and on December 6, 1886, was admitted to the Fayette county bar. He practiced law alone till 1889, when he formed a partnership with William A. Hogg, continuing for three years. The partnership was then dissolved, and Mr. Work resumed practice alone.

By virtue of an act passed by the Pennsylvania Legislature in 1907, creating an Orphans' Court for Fayette county, in May of that year the Governor appointed James Clark Work judge of that court, to serve until a successor was duly elected and qualified. He was sworn in June 5, 1907.

The party primaries having been previously held, the Republican County Committee met and nominated Judge Work to succeed himself. The Democratic County Committee endorsed the nominator, although the candidate was an uncompromising Republican. The Prohibition party and the Citizens' party also endorsed his candidacy. He, therefore, proved the unanimous choice of the county, and thus became Judge of the Orphans' Court for a term of ten years. Prior to the appointment of a temporary judge by the Governor, and after the passing of the act creating the Fayette County Orphans' Court the Bar Association of Fayette County met and recommended the appointment of James Work for the position.

Judge Work is a staunch Republican. In 1893 he was chosen chairman of the Fayette County Republican Committee, serving until 1895. Under his leadership, in 1893, the first Republican county ticket successfully passed the ordeal of the ballot box. The victory was duplicated in 1894, and Fayette county passed from sure Democratic into the list of debatable counties. Judge Work is an attendant of the First Presbyterian Church of Uniontown, and a thirty-second degree Mason. He is a member of the American, State and Fayette County Bar Associations, and the Uniontown Country and Laurel Clubs. He is a trustee of Uniontown Hospital and a director of the Second National Bank. He was married April 16, 1903, to Mrs. Elwina (Null) Fuller, a native of Westmoreland county, the daughter of Harrison Null, of Greensburg.

JOHN DUGGAN, JR.



A prominent lawyer among the younger members of the Fayette county bar is John Duggan, Jr., of Connellsville. Mr. Duggan was born in Connellsville, Pa., August 12, 1884. He is the son of John Duggan and Madeline Duggan. Mr. Duggan was the recipient of a liberal education before he began the practice of law. He was graduated from the Connellsville schools in 1901. He then attended Georgetown University, located at Washington, D. C. He completed his course in the collegiate department and continued on in the law department. From the latter school he was graduated in 1907. He was admitted to the bar of Pennsylvania in 1909. Mr. Duggan is now a member of the board of law examiners of Fayette county. In the field of politics he holds an important position, as he is at present acting chairman of the Republican County Committee in Fayette county. He is also secretary of that committee. At the Fayette bar he stands very high and has been unusually successful.

W. R. CARR.

Walter Russell Carr, youngest son of John D. and Amanda M. (Cook) Carr, was born in South Union township, Fayette county, May 3, 1885. He was graduated from Washington and Jefferson College, Washington, Pa., with the degree of B. A. in 1906. The degree of M. A. was conferred by the college on him in 1909. After graduation Mr. Carr studied law with his brother, Wooda N. Carr, and in 1908 was admitted to the Fayette county bar; the Supreme Court of Pennsylvania in 1910; to the Superior Court of the State in 1911, and to the United States Courts in 1910. He is a member of the law firm of Carr & Carr; and is among the foremost of the young men practicing at the Fayette bar, and is in demand as a campaign orator. He is a Democrat; was county chairman of his party in 1910 and 1911; belongs to the Masonic Order, the Benevolent Protective Order of Elks, and the Fraternal Order of Eagles. He is a member and vestryman of the Episcopal Church.



WOODA N. CARR.

Wooda N. Carr, Congressman, oldest son of John D. and Amanda M. (Cook) Carr, was born in old Allegheny City, now part of Pittsburgh, Pennsylvania, February 6, 1871.

Mr. Carr was educated in the public schools of Fayette City, Pa. He went to Uniontown with his parents in 1885, completing his public school studies there. He then entered Madison College, later Monongahela College, at Jefferson, Pa., from which he was graduated with the degree of A. B. in 1891, the college later conferring the degree of A. M.

Mr. Carr engaged in journalism in Uniontown after graduation, was editor of the *News* for two years, now consolidated with the *Standard* as the *News-Standard*. He then became editor of the *Democrat*, continuing until 1893, when he began the study of law under D. M. Hertzog, of Uniontown.

Mr. Carr was admitted to the Fayette county bar in 1895; later to the Supreme Court of Pennsylvania, and to the Federal and Supreme Courts of the United States. He has been actively engaged in practice since admission, and is well established as a skillful practitioner and learned lawyer. Mr. Carr practiced alone until 1908; then formed a partnership with his brother, Walter Russell Carr, which partnership is still in force.

Mr. Carr now represents the Twenty-third district in Congress. He is a member of the Committee on Appropriations, which is a distinction for a new member, this being a powerful committee. He has always been a factor in Democratic politics of his State and district, and possesses great influence with the party. Mr. Carr ran for Congress in 1900, but was defeated, greatly reducing the Republican majority. In 1902-1903 he was chairman of the Fayette County Central Committee, having been almost continuously a member of that committee since entering politics. He received the unanimous nomination of his party for Congress in 1912, and was elected. He is a frequent delegate to county, district and State conventions of his party, where his opinions and judgments are always sought.

Mr. Carr is a Mason of distinction and prominent in the Order of Elks. He is an excellent platform orator, possessing the rare qualities of logical eloquence and personal attraction. He is a powerful advocate of any cause he approves. He is a member of the Presbyterian Church, and finds his recreation among his books, owning one of the largest and best selected libraries in the State. Mr. Carr is a member of the State and Fayette County Bar Associations, and is actively interested in the work of these societies. In 1903 he was married to Julia, daughter of John W. and Margaret Lenox Kissinger, of Brownsville.





George Whyel is president of the Consolidated Connellsville Coke Company, the Monroe Coal Company, the Utility Coal Company, and secretary and treasurer of the Whyel Coke Company, secretary and director of the Magee Coke Company, and director in the Clarksburg Gas Coal Company, Lafayette Coal Company and the Littleton Coal Company. In 1884 he took charge of the Smook Mine. During his six years there he studied at night school, and took private lessons in civil and mining engineering, passing the examination for first grade mine foreman certificate. In 1890 he resigned his position to engage in mine engineering. He built the Calumet plant, now owned by the H. C. Frick Coke Company, and a number of other large coke plants. The Whyel brothers formed the Whyel Coke Company, of which they are sole owners, and the Consolidated Connellsville Coke Company.

Harry Whyel and George Whyel, twin brothers, of Uniontown, Pa., are the presidents respectively of the Whyel Coke Company and the Consolidated Connellsville Coke Company. They were born in Pittsburgh, February 24, 1863, being sons of Mathias and Christiana Louise Whyel. They both attended public schools, but very early in life went to work in the coal mines near Pittsburgh. Harry when 18 took instruction at night, and later graduated from Duff's Commercial College. He was superintendent of the Leith Coke Operation of the H. C. Frick Coke Company for 14 years. Then the brothers entered into coke manufacture. Harry Whyel is a director in the Southern Supply Company, Sewickley Supply Company, Consolidated Connellsville Coke Company, Lafayette Coal & Coke Company, Monroe Coal Company, Utility Coal Company, United Fire Brick Company, Pickands-Magee Company, Citizens Title & Trust Company, and is president and a director of the Clarksburg Gas Coal Company.

HARRY
WHYEL.



I. H. Brownfield, of Uniontown, coal and coke operator, first followed the life of a gentleman farmer on his property one mile from Uniontown, which has been in his family from the time of the grant of William Penn, and where he still resides. He was born on that farm January 17, 1861, and is the son of Isaac Brownfield and Mrs. Elizabeth Brownfield (nee Beatty). He attended the South Union township public schools and later entered Mt. Union College. Twenty years ago he made his first coke venture at Atlas, Fayette county, where he erected a large plant and operated profitably. He disposed of his holdings and acquired other Fayette county property, erecting a plant that he sold to the Consolidated Connellsville Coke Company. Mr. Brownfield now operates a coke plant in Westmoreland county and two coal mines in Fayette county. He is a thirty-second degree Mason.

I. H.
BROWNFIELD.

JAMES R. BARNES.



James R. Barnes, coal operator of Uniontown and man of affairs, is one of the leading figures in the remarkable growth that has developed the unrivaled coal fields of Western Pennsylvania. Mr. Barnes stands out as a stalwart figure. He has been associated with J. V. Thompson in business dealings, and other prominent men of the times. He is a native of Pennsylvania, born July 9, 1860, the son of Staten and Martha Ann (Tibbs) Barnes. His education began at the Uniontown public schools, and he has supplemented this by self-study, travel and broad experience. His knowledge of the coal and coke business is practical. He began as a miner, working with his father in the mines at Hopwood. He versed himself in the details of the business, and so was fitted for his later position. Mr. Barnes married Miss Martha Belle Frazee, December 10, 1883. They have four daughters and one son. He is a member of the Duquesne Club of Pittsburgh.



William Cook McKean, a son of Thomas A. and Martha Ache McKean, was born at McClellandtown, Fayette county, Pennsylvania, March 10, 1860. He studied law under the preceptorship of Charles E. Boyle and Stephen Leslie Mestrezat. He was admitted to the Fayette county bar December 4, 1888, and began practice in Uniontown with John Boyle, son of his former preceptor. In 1897 Mr. McKean formed a partnership with H. L. Robinson. Mr. McKean has won a State-wide reputation as a lawyer, and has business interests of importance outside of his profession. He is an active Democrat, and is a thirty-second degree Mason. He married Eladore Stockdale, of Washington county, April 25, 1889. She died May 3, 1890, and December 20, 1899, he married Miss Emma Yoder. Two daughters were born. Mr. McKean is a member of the Uniontown Country Club.

Charles Fremont Kefover was born in Nicholson township, Fayette county, Pa., January 12, 1864, a son of William and Sarah E. Jackson Kefover. He attended public schools and had a private tutor. In 1888 he studied law under Hon. Nathaniel Ewing, and in 1889 was admitted to the bar at Uniontown. In 1903 he was chosen solicitor of Uniontown, serving until 1910. At present he is a director of the National Bank of Fayette county, a director and secretary of the Labor Brewing Company of Uniontown. He is a Republican, and has served on the Fayette County Executive Committee for several years. During his career he has won an enviable reputation as an orator in political campaigns, as well as being an able lawyer. He is a member of the Uniontown Country Club, and of the Laurel Club of Uniontown. He is president of the Fayette County Bar Association.

CHARLES
FREMONT
KEFOVER.



W. J. Sturgis, of Uniontown, was born April 18, 1864, at Smithfield, Fayette county, Pennsylvania, the son of E. A. Sturgis and Elizabeth Patton Sturgis. He was educated in the public schools of Fayette county and the Georges Creek Academy of Smithfield. Leaving the academy, young Sturgis entered the University of West Virginia, at Morgantown, where he completed his education preparatory to taking up his life's career. Mr. Sturgis first was admitted to the bar and practiced law in the State of Kansas, from the year 1885 to 1897. He then returned to Uniontown, opened an office and has practiced in that place since. Owing to an excellent knowledge of the law and close application to work, Mr. Sturgis has built an enviable practice. April 8, 1891, he was married to Maud W. Donnell, of Beloit, Kansas. The couple have three children. Mr. Sturgis is a member of the Uniontown Country Club.

W. J.
STURGIS.

WILLIAM ARTHUR STONE.

William Arthur Stone is one of the leading coal and coke operators of Fayette county. He was born in Carl county, Missouri, July 17, 1870, but for thirty years he has been situated in Fayette county. He is the son of Zana and Solon Stone. Mr. Stone was educated in the common schools and has supplemented that education by his close study of the affairs of the business world. His success has not been limited alone to his ventures in the coal and coke business. Mr. Stone is vice-president of the Citizens Title & Trust Company of Fayette county; president of the Waltersburg Coke Company; president of the Prospect Coal and Coke Company; president of the Hiorra Coke and Uniontown Grocery Company, and a director of the A. E. Staley Manufacturing Company of Decatur, Illinois. Mr. Stone's reputation for business sagacity and expert knowledge of the coal and coke industry is by no means limited to Fayette county, but extends throughout the State.



P. A. JOHNS.



Peter A. Johns, business man and politician of Fayette county, was born October 13, 1861, in Uniontown, the son of Major Peter A. Johns and Mrs. Susan (nee Mariette) Johns. He attended the public schools and graduated from the Madison Academy, at Uniontown. In 1886 he became deputy sheriff of Fayette county and was later appointed court crier. From 1889 to 1892 he was deputy revenue collector; he then engaged in the hotel business. In 1899 he was elected register and recorder of deeds, as a Republican, in Fayette county. After the term of three years, Mr. Johns again went into the hotel business. He was elected sheriff of Fayette county in 1907. He was the first sheriff of Fayette county to appoint a woman deputy. Mr. Johns is a life member of the Benevolent and Protective Order of Elks, and a trustee of the Uniontown lodge. He married Mary Knight Cunningham, of Uniontown, September 20, 1882. There are two children.



Robert S. McCrum, business man and Burgess of Uniontown, was born March 17, 1857, in Pike county, Mo. His parents were James McCrum and Lydia (nee Wagner) McCrum. In 1871 he went with his sister to Fayette county, Pennsylvania, where he secured a normal school education. He passed the examination for public school teacher, and taught school in Fayette county for three years. Mr. McCrum was engaged in the mercantile business from 1887 until 1897, when he was elected commissioner of Fayette county. When the term expired he engaged in the fire insurance business, and was elected president of the board of fire underwriters for Fayette county in 1903, and still holds that office. In 1909 he was elected Burgess of Uniontown, for a term of three years. Mr. McCrum was married in 1876 to Miss Nannie Sproul, of Fayette county. There is one son, Lloyd G. McCrum, of Somerset, Pa.

ROBERT S.
M'CRUM.

Albert Gaddis, originator of the flour milling interests in Uniontown and coal magnate, was born in Franklin township, Fayette county, May 30, 1849. Mr. Gaddis started in the grocery business in Monongahela City. With his brothers-in-law, B. V. and Samuel W. Jones, he built the Uniontown mill. In 1906 their partnership was dissolved. Mr. Gaddis is a director and vice-president of the Waltersburg Coke Company, Prospect Coke Company, president of the W. A. Stone Coal & Coke Company, director of the Fayette Real Estate Company, president of the Uniontown Building & Loan Company, president of the Gaddis Coal Company, director and vice-president of the Uniontown Grocery Company, organizer and president of the Citizens Title & Trust Company, and a director of the Belton Coal Company. Mr. Gaddis is a strong Prohibitionist. He belongs to the Methodist Episcopal Church.



Edward Carter Higbee was born October 28, 1869, in Jefferson township, Fayette county, Pa., the son of Israel J. Higbee and Eliza Higbee. He studied law and was admitted to practice at the Fayette county bar June 11, 1897, and later at the bar of the Supreme Court of Pennsylvania and in the United States Courts. He is a member of the law firm of Sterling, Higbee & Matthews, and a director of the First National Bank of Connellsville. He was a member of the school board of Connellsville from 1901 until 1906, and was largely responsible for the efficient reorganization of the Connellsville schools. Mr. Higbee was appointed by Geo. W. Guthrie a member of the Democratic Committee to draft legislation in 1903. He is a thirty-second degree Mason. Mr. Higbee married Miss Emma Lint September 22, 1897. There are five children.

EDWARD
CARTER
HIGBEE.

W. E. CROW.

William Evans Crow was born on a farm in German township, Fayette county, Pennsylvania, on March 10, 1870. In 1890, he graduated from the Southwestern State Normal School. Later he went to Waynesburg College. For three years he was engaged in newspaper work. Then he studied law and was admitted to the bar in 1895. In the following year he was appointed Assistant District Attorney. In 1898 he was elected District Attorney for three years. From the time he attained his majority he took an active interest in politics. Soon he was acknowledged to be a local Republican leader. He was a delegate to various State conventions. The Republicans of the Thirty-second district, Fayette county, in 1906, nominated Crow for State Senator. He was elected by a plurality of 2,484. In the legislative session of 1907, William Evans Crow was chairman of the Committee on Federal Relations. He has been continuously re-elected ever since.



BRUCE F. STERLING.



Bruce Foster Sterling was born September 28, 1870, at Masontown, Pa., a son of Christian C. and Rebecca T. Sterling. He graduated from the University of West Virginia law department in 1895. In 1897 he was admitted to practice in Fayette county, Pa. In 1900 he formed a law partnership with E. C. Higbee, under the firm name of Sterling & Higbee, which continued for several years, and was later joined by Ross S. Matthews, the firm name then becoming Sterling, Higbee & Matthews. In 1906 Mr. Sterling was elected from the First legislative district of Fayette county to the Legislature. December 4, 1889, Mr. Sterling was married to Miss May Conner, of Masontown, Pa. They have three children. Mr. Sterling is a life member of the Uniontown Lodge of Elks; he is a member of Fayette Lodge of F. & A. M., Union Chapter No. 165, R. A. M.; Uniontown commandery No. 49, K. T.; Uniontown Lodge of Perfection, A. A. S. R., and Pittsburgh Conistory.

CHARLES F. EGGERS.



Charles F. Eggers, president of the Charles F. Eggers Company, lumber dealers of Uniontown, was born in old Allegheny May 5, 1860. He attended the Allegheny public schools. When 14 years of age, he learned box making. In January, 1880, Mr. Eggers went to Bellevernon, working for the R. C. Schmertz Glass Company, and later, for 14 years, was manager of the box department. In 1894 he formed a partnership with S. N. Graham, as Eggers & Graham, and entered the contracting and building work. Three years later he established a lumber yard and builders' and contractors' supply store at Monessen, and in 1901 a branch was established in Uniontown. In 1907 Mr. Eggers bought out Mr. Graham's interest. In 1912 he established the Charles F. Eggers Company, with himself as president and Alson C. Eggers as secretary and treasurer. Since 1901 Mr. Eggers' building operations have been large and extensive. In later years his company has handled lumber exclusively.

J. C. FULTON.

John Charles Fulton, specialist in church architecture and church plans, was born in Buena Vista, Allegheny county, Pa., February 11, 1856. His parents were James Fulton and Mary (nee Markle) Fulton. He was educated in the public schools and by private tutors. During early life he resided in Sewickley, Pa., and in Irwin, Pa. He studied architecture, and as an architect became known in all parts of the country. Among his important buildings is the court house at Somerset, Pa. He has designed and constructed buildings as far west as Seattle and Tacoma in the State of Washington. Mr. Fulton is also interested in the banking business and in the coke industry. He is director in the Citizens Title & Trust Company, the Connellsville Consolidated Coke Company and the Waltersburg Coke Company. He is a thirty-second degree Mason, and belongs to the Uniontown Country Club. In 1889 he married Miss Mary E. Ray. There are two children.



H. G. STURGIS.

Harold Greene Sturgis, son of Orin Jones Sturgis, deceased, and Isa Dora Greene-Sturgis, was born at Uniontown, Pa., October 9, 1887. He had the advantage of the usual common school education and afterwards received the necessary training in high school and preparatory courses to enable him to enter Brown University, at Providence, Rhode Island, in the fall of 1905. Following a four years' course in bachelor of arts work, Mr. Sturgis spent a semester at Cornell University, during the winter of 1909-'10. The subject of this sketch is president of the News Publishing Company and is managing editor of the *Daily News Standard*, established in 1888, this being the first daily newspaper in Fayette county. It was founded by Mr. Sturgis' father. Mr. Sturgis is assistant church clerk and secretary of the board of trustees of the Great Bethel Baptist Church, of Uniontown; belonging also to the Uniontown Tennis Club, the University Club of Uniontown and the Delta Phi college fraternity.



F. M. SEMANS.



Francis Marion Semans, Jr., is assistant cashier of the First National Bank of Uniontown. Mr. Semans was born in Hopwood, Fayette county, Pa., July 7, 1869, the son of Francis Marion Semans and Mrs. Mary Jane Semans (nee Sutton). After finishing his studies in the public schools, he took a special course at the State Normal School at California, and was graduated in 1887. He then spent two years as a teacher. In 1889 he entered the employ of the First National Bank, and after he had been there for 10 years he was promoted to the position of assistant cashier. Mr. Semans is a member of the First Presbyterian Church of Uniontown, and a Democrat in politics. He is a Mason and he belongs to the Pittsburgh Consistory. He is a member of the Executive Committee of the State Y. M. C. A., the Uniontown Laurel Club, the Uniontown Country Club, the Duquesne Club of Pittsburgh and the Pittsburgh Athletic Association.

JAMES R. CRAY.



James Robert Cray, youngest son of James and Margaret (Meehan) Cray, was born at Darlington, Beaver county, Pennsylvania, March 8, 1860. He studied law in Uniontown under Judge S. L. Mestrezat, and in 1892 was admitted to the bar of Fayette county. He has also been admitted to the State and United States courts. He is counsel for the Baltimore & Ohio Railroad, the Western Maryland Railroad and many industrial and public service corporations. He is president of the Union Connellsville Coke Company, the Puritan Coke Company; treasurer of the Wallace Coal & Coke Company; vice-president of the Second National Bank of Uniontown, and director of the Uniontown Chamber of Commerce. Mr. Cray is a member of the Knights of Columbus and the Pennsylvania Society, the Laurel and the Uniontown Country Clubs. He served three terms as chairman of the Fayette County Democratic Committee. June 22, 1893, he married Catheren Lynch, of Uniontown. They have three daughters.

JOHN J. GIBSON.

John J. Gibson is among the best known general contractors in the State of Pennsylvania. He was born in Sutton, W. Va., November 27, 1872, being the son of Dr. N. G. and Mrs. Lorena C. Gibson. He was educated in the public schools of Sutton. He first learned the trade of stone cutter and worked at that trade for a number of years. After a time he entered the business firm of Ingram & Gibson, contractors, in Uniontown, when he first located there. That partnership dissolved in 1908, and then Mr. Gibson organized the South Penn Building Company, general contractors.

Ingram & Gibson built seven of the great coal plants in Western Pennsylvania. The new company has also built several such plants, and in addition some of the best buildings in Uniontown, including the Uniontown high school at a cost of \$150,000, the North Uniontown high school, St. John's parochial school, the new West Penn terminal station, the Gaiety theatre on Main street and many of the biggest residences, including those of F. M. Semans and M. H. Bowman.

He has also built the new Tuberculosis Hospital and the Isolation Ward Nurses Home. In the course of the last 12 years Mr. Gibson has supervised the construction of more than 6,000 homes at the coke plants of the large operating coke companies.

The South Penn Building Company, of which Mr. Gibson is president, occupies a large property almost in the heart of Uniontown, and also operates a large and modern sawmill. To Mr. Gibson's remarkable energy is largely due the success he has made early in life.



CHARLES LEIDY SNOWDON.

Charles Leidy Snowdon is one of Brownsville's well-known business men. He was born in Brownsville June 25, 1854, and is a son of J. N. Snowdon and Eliza J. Snowdon. Charles L. Snowdon was educated in his native town, completing his studies in the high school. His first business experience was obtained in a general store at Brownsville, where he remained from 1870 to 1876. He was next appointed teller of the Brownsville Dollar Savings Bank, where he remained two years.

In 1878 he was employed as a clerk in the Brownsville & Geneva Packet Company, in which capacity he was engaged for two years. In 1880 he became interested in the coal trade and connected himself with J. S. Cunningham & Co., the firm operating the Umpire mines at Brownsville. In 1881 he purchased Mr. Cunningham's interest in the mine and became its managing owner. This mine is located above the mouth of the Redstone Creek. In 1885, in connection with his brother-in-law, F. T. Hogg, he developed the Albany mines, near Brownsville. In 1899 he sold all these interests to the Monongahela River Company.



Mr. Snowdon is a man of rare business qualities, quick to discern, deliberate in his decisions and enjoys the entire confidence of his fellow citizens, who have shown him marked tokens of their esteem. In 1887 he was elected a director of the Brownsville Gas Company. In 1889 he was made a director of the Monongahela National Bank, Brownsville, and in 1893 he was chosen president of that institution, an office which he still holds. This bank is one of the oldest money institutions in the State west of the mountains, and since its charter, in 1812, it has never suspended specie payment, and has paid dividends continuously since 1813. In 1890, Mr. Snowdon was elected a director of the Pittsburgh, Brownsville & Geneva Packet Company, and in 1898 was made its president. In 1892 he organized the Brownsville and Bridgeport Water Companies, of both of which he was elected president. The Queen City Coal Company, of Cincinnati, was organized in 1889, at which time he was elected a director, and in 1890 he was made its president. In 1892 he was elected president of the Pacific Coal Company, which was organized to transport the product of the Queen City Coal Company to the cities.

Mr. Snowdon is a staunch Republican. He has declined proffered opportunities for office, once for the nomination for Congress from his district, and several times for State offices. But he takes a keen interest in politics, and particularly in matters looking to the advancement of Brownsville. He has served for 15 or 20 years on school board and council, and is president of the latter.

Mr. Snowdon married Miss Elizabeth B. Hogg June 26, 1879. They have six children. Mr. and Mrs. Snowdon are communicants of Christ Episcopal Church, of which the former has been a vestryman for 30 years and senior warden for 15 years. He is a thirty-second degree Mason, a member of the Duquesne Club, the Pittsburgh Athletic Association, a director of the Exchange National Bank, Pittsburgh, and has other large interests.



William H. Smart was born September 4, 1869, in New York State, a son of Thomas and Jane Smart.

**WILLIAM
H. SMART.**

He was educated in the public schools of the State, and as his family was in the glass industry, he learned the mechanical and practical sides of the business. At the age of 18 he had served his apprenticeship. At 24 he was manager of a large bottle manufacturing plant at Bradford, Pa., and since that time has been employed as manufacturing manager and sales manager for various concerns until 1907, when, with his brother, he founded the Keystone Bottle Manufacturing Company, of Uniontown. Mr. Smart is president and general manager of the concern. His brother, George W. Smart, is superintendent. Mr. Smart travels extensively, to solicit trade, and is well known in the territory supplied by his company, including New York and even the New England States.

Henry Fusarini was born in Milan, Italy, June 18, 1869, a son of Dominick and Julia Fusarini. He was

**HENRY
FUSARINI.**

graduated from the University of Naples, as a civil engineer, and after practicing as an engineer for years became professor in the High Technical school in Naples, occupying that position for three years. Then he came to the United States, in 1900. Two years later he went to Uniontown, where he established an agency for the various steamship companies. Mr. Fusarini is the proprietor of this agency. He is associated in Uniontown with the Fayette Title & Trust Company. Mr. Fusarini is a splendid example of the success of intelligent enterprise by a foreigner in the United States. He is widely known, having a host of friends all over the world, as he has traveled extensively.



Thomas Calvin Jones was born in Pittsburgh, September 2, 1860, a son of David Jones and Elizabeth (Con-

**THOMAS
CALVIN
JONES.**

way) Jones. He was educated first in the public schools of that city, McKeesport Academy and Waynesburg College; he took the law course at the University of Michigan at Ann Arbor, and was graduated in 1884. He was admitted to the Allegheny county bar in 1885 and opened and now maintains offices in McKeesport and in Pittsburgh. He was appointed by Governor John K. Tener as judge of the County Court in 1911, serving that year. For some years he was city solicitor of McKeesport and is president and a trustee of McKeesport public library. In 1908 Governor Stuart appointed him a member of the Perry Memorial Commission and he was retained by Governor Tener. He is secretary of the Commission. He is a member of the various Masonic orders. He married Miss Minnie E. Muse in 1889, and has two sons and one daughter.



JOSEPH CAUFFIEL.

Joseph Cauffiel, prominent business man and reform progressive mayor of Johnstown, Pa., is one of the most picturesque figures in the State, due to his career as chief executive of Johnstown. He was born in Jenner township, Somerset county, October 8, 1870, being the seventh son of Daniel M. and Mary (Hammer) Cauffiel.

His birthplace was a log house on his father's farm, and he engaged in work on farms until he attained his majority. While he worked he also attended school and secured a good elementary education. Mayor Cauffiel says his father left him a legacy money cannot buy, namely, the training "always to do what is right." His work on the farm left him rugged in health and strenuous in disposition. In January of 1892 he moved to Pittsburgh and attended the Iron City Business College. After that Mayor Cauffiel returned to Johnstown and entered the real estate and loan business April 4, 1892. He now conducts an extensive real estate and loan business. In his personal control he has nearly \$6,000,000, and claims no individual in the State conducts a business of such dimensions.



He has nearly 9,000 clients throughout the country, who invest in mortgages through him. Although in business under the firm name of Cauffiel Brothers, Mayor Cauffiel runs the business exclusively and has since 1902. For 17 years he has fought the political gang interests of Johnstown, and was elected reform Mayor of Johnstown on the Keystone and Progressive Republican tickets in 1911. He has always fought for the rights of the people, but never mingles in ward politics. When he entered the race for Mayor it was the result of a popular demand.

His defeat of the "organization" was a triumphant victory. His has been a clean civic administration. The notorious "red light" district of Johnstown has been entirely wiped out, and in this movement he has been supported by the good people of Johnstown. In the dispensing of justice Mayor Cauffiel has been fearless and intelligent. He is considered mayor of the police force as well as mayor of the city.

The mayor was highly instrumental in having the commission form of city government in cities the size of Johnstown provided for by the last Legislature. He has long advocated the municipal ownership of public utilities. He has just been instrumental in completing a satisfactory agreement with the Pennsylvania Railroad Company by which that concern is to make improvements in Johnstown and vicinity aggregating approximately \$3,000,000. The improvement is to include elevated trackage, a new stone bridge over the river and a \$200,000 station. This very municipal problem has baffled Johnstown mayors for years. He has a winning personality and has always been a forcible and effective advocate of the square deal. While he fights the vested interests when they are wrong, they are assured fair play when their questions are up before him for executive consideration. The mayor has a family of four children. He is active in progressive political circles throughout the State.

JAMES W. OVER.



James Watson Over, judge of the Orphans court, Fifth Judicial district, Pennsylvania, was born April 11, 1843, in Clarion county, Pa. His parents were John Over and Sarah (nee Watson) Over. In his youth he industriously taught school. Then he studied law with Hon. Christopher Heydrick and J. D. Hancock. In 1862 he enlisted in the Fifteenth regiment, Pennsylvania volunteers, and served throughout the war. In 1867 Mr. Over located in Pittsburgh and studied law under Judge John M. Kirkpatrick and John Mellon. He was enrolled a member of the Allegheny county bar March 17, 1868. In 1881 an additional judge was provided for the Orphans Court of Allegheny county, and Governor Hoyt commissioned Mr. Over to the new judgeship. Every ten years thereafter he has been elected to the same position. Mr. Over was married October 6, 1870, to Miss Nancy Shurtleff. He resides in the borough of Osborne and is the father of six children.

J. J. MILLER.

J. J. Miller, Judge in Orphans' Court, and Equity in Common Pleas Court, was born in Somerset county, near Somerset, August 22, 1857, the son of Jacob D. and Barbara Miller. Judge Miller was educated in the public schools, Somerset county, and began teaching in 1871 at the age of 14. He later attended Somerset Academy, the Indiana State Normal School, from which he was graduated, and the law department of the University of Virginia. Recently the degree of Doctor of Laws was conferred on Judge Miller by the University of Pittsburgh. While teaching school Judge Miller read law under William J. Baer, president judge of the Somerset district. In 1884 he was admitted to the bar of Allegheny county. In 1901 he was elected to the bench, and in addition to his work in Orphans' Court he heard and disposed of 161 cases in Common Pleas Court in Equity.



JUDGE CHARLES D. COPELAND.

Judge Charles D. Copeland, of the Westmoreland County Orphans' Court, was born in Penn township of that county, July 24, 1871. He is the son of William J. and Caroline Rosensteel Copeland. Unfortunately, his mother died when he was but eleven years old. This clouded his early life and made his struggle for education and advancement in his youth extremely difficult. He attended the public schools in West Newton and Greensburg, and was afterwards a student at Franklin & Marshall College, Lancaster, Pa. During his summer vacations, beginning in 1886, he worked with the Engineering Department of the Pennsylvania Railroad, and was able, in a few years, to take complete charge of a corps of railroad engineers. In the fall of 1893 he began the study of the law under the late D. S. Atkinson, and in 1896 was admitted to the Westmoreland county bar. In the meantime he had been a member of Company "I" of the Tenth Regiment, and when the Spanish - American War broke out, though just beginning to reap the hard-earned fruits of professional life, he closed his office and went with the regiment to Manila. Returning in 1899, he resumed the practice of law, and has been constantly engaged in it, and has been remarkably successful. In 1911 he was endorsed by the Democratic party for the office of Judge of the Orphans' Court, and in a hard-fought battle won a victory over his opponent, being elected in a strongly Republican county by a majority of 1,235 votes. He assumed office on the first Monday of January, 1912, and has handled the immense business of the county in the Orphans' Court in a manner that has pleased and gratified his supporters.



Richard Smith Holt, president judge of the Beaver county court, is the son of Samuel J. Holt and Mary A. Taylor Holt, formerly of Vanport, where he was born December 15, 1860. He was reared on a farm in Brighton township, Beaver county, and educated in the public schools, Peirsol's Academy, at Bridgewater, and at the State Normal School, at Edinboro. After finishing his law studies, Mr. Holt was admitted to the bar of Beaver county May 7, 1888, and since then his rise has been rapid. As an ardent Republican, he was selected from among a number of possibilities as good judicial timber, and on November 6, 1905, he was elected as president judge of Beaver county. Judge Holt holds membership in the Order of Independent Americans, the Independent Order of Odd Fellows, the Knights of Pythias, the Elks, the Knights of the Golden Eagle and the Woodmen of the World.

W. D. HINCKLEY.



Watson D. Hinckley, president judge of the Thirty-seventh judicial district of Pennsylvania, was born in Fredonia, Chautauqua county, New York, March 17, 1854, the son of George Dexter Hinckley and Roseanna J. Hinckley. He was graduated in 1878 from the University of Michigan with the degree of Ph.B. He then removed to Bradford, Pa., and began the practice of law in 1881. July 1, 1882, he removed to Warren, Pa., practicing law in Warren county. There he became a member of the firm of Whetmore, Noyes & Hinckley. This firm later changed to Noyes & Hinckley, and afterward it became known as Hinckley & Rice. In July, 1910, Governor E. S. Stuart appointed him president judge of the Thirty-seventh district, and he was elected to the same office in November, 1911, for a term of ten years. He is a trustee of the Struthers Library building, and is a member of the Warren Shakespeare Club, the Conewango Club and is a communicant of the First M. E. Church.

HON. JOHN W. REED.

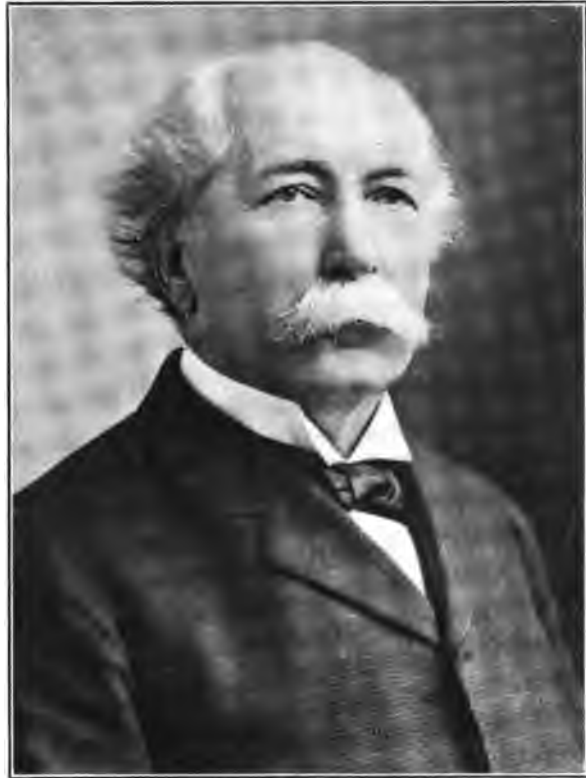
John Walker Reed, Judge of the Fifty-fourth District, was admitted to the bar in Clarion, Pa., in 1875. Following his admission he went to Brookville, where he continued in the practice of law for two years, and then returned to his native town of Clarion and practiced there until 1883. After a stay in North Dakota he returned to Clarion in 1884, practiced there until 1895, when he moved to Brookville. Judge Reed was born in Clarion May 13, 1853: he was educated at schools there and by home study. He was nominated for the bench on the Republican ticket June 17, 1895, within two months after moving into the newly created Fifty-fourth District, and appointed by the Governor the same day. He was elected at the polls, and in 1905 he was re-elected. As a judge few of his decisions have been reversed by the Appellate Courts. He is a Mason, an Odd Fellow, a Knight of Pythias, and a member of the Brookville Country Club.



JOHN MOFFITT KENNEDY.

John Moffitt Kennedy, distinguished attorney and for 20 years a Judge of the Common Pleas Court of Allegheny county, comes of cultured and sturdy stock. Often wealth inherited from a father proves the undoing of a son. But no inheritance of health, right living and honesty, however large, ever handicapped a young man in the battle of life. On his father's side Judge Kennedy is of Scotch-Irish descent. His grandparents were God fearing, upright citizens of a tiny hamlet in the north of Ireland. In 1795 they emigrated to Baltimore, Md. The grandfather rendered distinguished services in the war of 1812. A soldier ancestor is usually an inspiration to a young man. Judge Kennedy is no exception.

Judge Kennedy's father was a physician, graduating at St. Mary's College in Baltimore. Later Dr. Kennedy moved to Oxford, Chester county, Pa., where he practiced his profession till his death. Judge Kennedy's maternal grandparents came from Scotland and settled in Cecil county, Maryland, subsequently moving to Chester county, Pa. Dr. John Kennedy and Mary Dickey were married in Chester county in 1826, and there the subject of this sketch, their son, John Moffitt, was born on September 19, 1833.



Judge Kennedy graduated from Jefferson College in 1855 and then taught school at Boonville, Missouri, while he studied law under the direction of Judge Miller, whose daughter he afterward married. After practicing law at Boonville for a year he came to Pittsburgh in 1864 and entered the office of A. H. Miller, a prominent member of the Allegheny county bar.

By his personal magnetism, absolute integrity, strong common sense and unusual judgment of human nature, as well as by his close attention to business, Judge Kennedy won the confidence and respect of all who came in contact with him. His practice steadily grew till it became one of the best at the bar. While that practice was general, he became especially proficient as a practitioner under the bankruptcy act of 1867, in which field he stood at the very front of the bar.

In 1891 a third Common Pleas Court was organized in Allegheny county, and he was selected as the representative of the majority party. On the bench he brought to the discharge of his official duties a thorough knowledge of law and equity, a passion for justice, a rigid integrity, a business experience and strong common sense which made his administration a signal success, and brought him a practically unanimous re-election.

At the close of 1911 Judge Kennedy, in spite of the urgent protests of the bar and the community, declined a re-election, and after 20 years on the bench, retired to private life, taking with him the affection of the bar and the esteem of the community.

Judge Kennedy belongs to few clubs, caring little for formal organizations for the purpose of promoting good fellowship, preferring to call all men his friends.

JAMES H. BEAL.

The Keystone State boasts of some lawyers of national repute, whose discerning practice has brought them extensive recognition, and among this coterie of legal experts is James H. Beal, a practitioner of Pittsburgh. In the large number of lawyers practicing at the Allegheny county bar, possibly none has a higher rating than Mr. Beal.

He is the son of William and Mary Livingston Beal. For years he has been a prominent figure in the important activities of the Smoky City. His education was secured mainly in the public schools. This was largely amplified by private study and the reading of law, preliminary to Mr. Beal's admission to the bar.

In Pittsburgh Mr. Beal is associated with the firm of Reed, Smith, Shaw & Beal, one of the most prominent coalitions of lawyers in the entire State of Pennsylvania. The firm, of which he is a leading member, occupies a unique place in Allegheny county, where it has attracted considerable attention by reason of its history.

The predecessor of the prosperous firm of Reed, Smith, Shaw & Beal, and the coalition from which the latter firm sprung up, was the prominent firm of Knox & Reed. That organization was the one in which former United States Senator P. C. Knox, one of Pennsylvania's representatives in the higher congressional body, was a leading member. The entry of Mr. Knox into public life finally caused a severance of his connection with the Pittsburgh firm, for he was forced to give up his practice of the law when he became Secretary of State.

Accordingly this leading firm, with Mr. Beal as one of its most prominent members, was organized. Mr. Beal, with his firm associates, has conducted some of the most important and exacting legal actions brought in this country. He is considered an expert in corporation practice, and has established an enviable record in his representation of some of the biggest corporations in important legal actions.

It was in January, 1892, that he was admitted to the Allegheny county bar, and his rise to a place of prominence was rapid. Just four years after his admission to practice, in 1896, he became assistant city attorney for Pittsburgh. This place he filled with success until 1899. While serving in that capacity considerable prominence was attached to Mr. Beal and his ability was generally recognized.

Mr. Beal has not entirely confined his efforts to the practice of the law, but has been a prominent figure in the business life of the Smoky City. He is at present a director in the Pittsburgh Coal Company. In banking circles his influence is extensive. He is a director in the Lincoln National Bank. The same unusual ability and shrewdness has attached to his business ventures as to his legal practice.

In the club life of Pittsburgh and that of New York city Mr. Beal also occupies a prominent place. He at present retains membership in the following organizations: The Duquesne Club, University Club, Pittsburgh Athletic Association, Pittsburgh Country Club, the Oakmont Country Club and the Union Club, all of the Pittsburgh district; the New York Athletic Club and the Lawyers' Club of New York city.



J. H. BEAL.

DAVID T. WATSON.

David T. Watson is not merely a Pittsburgher, but he is an American lawyer of international reputation. He was born in Washington, Washington county, Pennsylvania, January 2, 1844, and spent the early part of his life in that town. He attended the public schools and then enrolled as a student at Washington and Jefferson College, in Washington, an institution which has the unique reputation of graduating perhaps more famous men for the size of its student body than perhaps any other American college.

Mr. Watson graduated high in his class—that of 1864. Even now, students at W. & J. are told that Mr. Watson, when a student, was taught by this or that professor still identified with the college, and that he frequented this or that class room, as a sort of good omen for the present-day students who “sit” under like circumstances.

While at Washington and Jefferson, Mr. Watson decided to take up the study of law, and to enter Harvard law school. In the meantime, the Civil War broke out, however, and he considered it to be his first duty to serve his country. Accordingly, he enlisted in Company B, Fifty-eighth Pennsylvania Emergency Regiment. Later, he left that organization to become a member of Battery D in Knapp's Battalion of Independent Artillery companies.

Mr. Watson saw considerable service during the course of the two years during which he was enlisted as a soldier, and in the fall of 1866 decided to resume the studies he had been induced to leave with the drum call. He, therefore, made his plans to enter the Harvard law school, which he did in the fall of 1866, proving to be one of the most brilliant students in that famous institution.

Mr. Watson graduated from the law school the same year in which he entered, a remarkable performance. He then took the examination for admission to the bar in Boston, Mass., passing it successfully and being admitted to practice without any difficulty. Mr. Watson was admitted to the bar before he had been graduated from Harvard—another unusual performance and one that carries with it a great amount of honor and distinction.

After practicing in Boston for a period covering several months, Mr. Watson decided to return to Pennsylvania, his native State, and to apply for admission to the Allegheny county bar. Successfully passing this examination, also, he was admitted in January, 1867. He established himself in Pittsburgh, where he has continued to practice ever since.

Since beginning his professional career in Pittsburgh, Mr. Watson has been identified with some of the most interesting and complicated legal cases that have ever come before the judges of Allegheny county, and for many years has been looked upon as one of the leading legal authorities of the entire country.

Some years ago Mr. Watson formed a partnership with John M. Freeman and since that time has been the senior member of the firm thus created. The firm is known as Watson and Freeman, with offices in the St. Nicholas building.

One of the cases which added to the fame of Mr. Watson was that of the Alaska seal controversy. The boundary rights were being bitterly disputed between England and the United States and Mr. Watson became the United States' counsel in behalf of the Alaska Boundary Commission, an organization formed by the government for the purpose of taking over the whole troublesome subject and settling in proper fashion.

In the tremendous legal controversy that followed, Mr. Watson was an important factor in the settlement of the dispute. The case attracted the attention not only of this country and England, but practically the whole civilized world, as the matter was one of great importance, while the legal problems involved were highly interesting to the lawyers and judges of numerous nations. Following the production of masses of evidence, gathered at great cost by both sides of the question and arguments by counsel for the countries at dispute, the matter was settled in such a way as to cause Americans to say they received the better of the dispute, and that Mr. Watson had been exceedingly influential in bringing this end about.



D. T. WATSON.



Judge Thomas P. Trimble was born in old Allegheny, a son of William F. and Margaret Ann Trimble.

THOMAS P. TRIMBLE.

He attended the public schools of the North Side; spent two years in preparatory work at Westminster College, New Wilmington, Pa., and four years more in the classical courses at the same college. He studied law under Attorney John S. Robb, Sr., and on March 17, 1894, was admitted to practice in the Allegheny county courts. Later he qualified to practice in the Supreme and Superior Courts of the State, and the Circuit and District Court of the United States. In the spring of 1913, Governor John K. Tener appointed him Judge of the Orphans' Court. Judge Trimble is a member of the University, Duquesne, Americus, Pittsburgh Athletic and Duquesne Hunting and Fishing Clubs, and is married, the father of four daughters and one son.

James McFadden Carpenter, who by unanimous vote is serving his second term as president of the Allegheny County Bar Association, is well known throughout the State. He was a teacher at the age of seventeen and a surveyor while studying law. Among his important cases

JAMES M'FADDEN CARPENTER.

was the one in which was established the right to drill for oil and gas in land underlaid with coal owned by a third party. He succeeded in cleaning up many points in dispute under the old mechanic's lien law and also in having the well-known Kennedy school bill declared unconstitutional. He was a candidate for the nomination as Judge of the Common Pleas Court in 1911, and while unsuccessful, secured a flattering vote of about 30,000, although not supported by any organization. One of his marked characteristics is his ability to express himself clearly and concisely.



John H. Jordan, United States attorney for the western district of Pennsylvania, was born in Bedford, Pennsylvania, on July 13, 1848, and is

JOHN H. JORDAN.

a son of John Reamer Jordan and Susan Zembower Jordan. He attended the public schools of his birthplace, and studied at Bedford Classical Institute. He was graduated at Mt. Union College, Ohio, in July 1870, with the B. S. degree, and in 1873 the degree M.S. was conferred upon him. On July 13, 1912, Mt. Union-Scio College conferred the degree of LL.D., in recognition of his attainments as a lawyer. From the time he left college, Mr. Jordan devoted his entire time to the legal profession. He was rewarded on April 20, 1909, when he was appointed United States attorney for the western district of Pennsylvania. His term has been very successful. Attorney Jordan is a member of the Young Men's Republican Tariff Club of Pittsburgh.

WILLIS F. McCOOK.

Willis F. McCook, counsel for and organizer of great corporations, has spent practically all of his life in Pittsburgh and has participated in the forming of many of its great enterprises.

He was born in Lisbon, Ohio, January 19, 1851, the son of Dr. George Latimer and Kate (Fisher) McCook. The family moved to Pittsburgh in April, 1851, which city is the scene of Mr. McCook's legal activities. He early attended the old Grant public school, where he received his elementary English education. His classical preparation was gained at the Western Pennsylvania University, from which he entered Yale University and was graduated with the degree of A. B. in 1873. Mr. McCook achieved renown for four years in the 'Varsity crew, being captain for two years and was their first football captain, participating in the first inter-collegiate football contest ever held in this country. He became a law student in the office of Hampton Dalzell in Pittsburgh, thence completing the course in Columbia Law School, New York City. Returning to Pittsburgh he was admitted to the local bar in June, 1876, taking up his practice independently, and so continued until 1910, when he took Mr. B. J. Jarrett into partnership with him.



Early in his career Mr. McCook became the personal counsel of Henry C. Frick and T. M. Carnegie. He organized the Henry C. Frick Coke Company at the time when the Carnegie Steel Company took an interest in the business with Mr. Frick and his associates. Mr. McCook is still the counsel for the Frick Coke Company, as well as for the United States Coal and Coke Company of West Virginia, which two companies represent all of the fuel interests of the United States Steel Corporation in Pennsylvania and West Virginia.

Mr. McCook has frequently been associated with Mr. D. T. Watson and Mr. John G. Johnston. He was counsel for Mr. Frick in his very celebrated fight with Andrew Carnegie. He has also represented very large interests in the oil business, especially Mr. J. M. Guffey and the Guffey Petroleum Company of Texas. Mr. McCook has represented for some time, and still represents the Equitable Life Assurance Society of New York in all of its business between Philadelphia and Chicago. He has also participated in forming numbers of large steel combinations, among which are the Republic Iron and Steel Company and the American Steel and Wire Company.

Mr. McCook has largely retired from the trial of cases in court and has limited his business to an advisory and almost exclusively corporation business. He is a director in the Pittsburgh Steel Company, the Equitable Life Assurance Society of New York, the Duquesne National Bank, the Guarantee Company of North America, the Workingman's Savings Bank and Trust Company, the Pittsburgh Steel Products Company, Austro-American Magnesite Company and the American Refractories Company. He is a trustee of the Mercy Hospital, of the Boys Protectory in Pittsburgh, has taken great interest in the Catholic Orphan Asylum, and is a trustee for the Institution of the Blind.

W. A. STONE.



One of Pennsylvania's native sons who has gained national prominence in the field of politics and the practice of law is former Governor William Alexis Stone, of Pittsburgh. He was born April 18, 1846, in Delmar township, Tioga county, Pa., and is the son of Israel Stone and Amanda Ann Howe Stone. Mr. Stone graduated from the State Normal School at Mansfield, Tioga county, June, 1868. He has been counsel for some of the country's biggest cases. He was Second-Lieutenant of Company "A," One Hundred and Eighty-seventh Regiment, in the Civil War. He was District Attorney of Tioga county from January, 1875, until January, 1877, and United States District Attorney from July, 1880, until October, 1886. In 1890 he was elected to Congress and held that office four terms. From January, 1899, until January, 1903, he was Governor of the State of Pennsylvania. He is a member of the Duquesne Club. His practice is an extensive one.

A. V. D. WATTERSON.

Alfred V. D. Watterson was born in Blairsville, Indiana Co., Pennsylvania, October 4, 1855. When only 12 years old he entered Mount Saint Mary's College at Emmitsburg, Maryland, from which he was graduated in 1875. He studied law in Pittsburgh under Major A. M. Brown, and three years later was admitted to the bar. His practice is strictly confined to the civil branch. In 1892 he formed a business partnership with Ambrose B. Reid, known as Watterson & Reid, which continued until Mr. Reid was elected Judge of the Common Pleas Courts in 1911. Mr. Watterson is a prominent Catholic, and is the national president of Mount Saint Mary's Alumni Association. That institution in 1895 honored him with a degree of LL.D. He was president of the board of directors of St. Francis Hospital for ten years, of the Apollo Club for two years, and of the Columbus Club for seven years. He is also chairman of the advisory board of his Alma Mater.



WILLIAM HOWARD McCLUNG.

Among legal practitioners of Pittsburgh, practicing principally in the civil courts, there are few better known than William Howard McClung who, since his admission to the bar 37 years ago, has associated himself in partnership with some of the brightest legal lights Pittsburgh ever had. At present he is a member of the well-known law firm of Chantler & McClung, with offices in the Park building, Fifth avenue and Smithfield street.

Mr. McClung's father, the Rev. Samuel M. McClung, was a cultured minister of the gospel. His mother, Mrs. Nancy Cowen McClung, was a Gilbert before her marriage, and the family lived in the quiet community of Plum township, in Allegheny county, where the future Pittsburgh lawyer was born November 22, 1854. In his boyhood he attended the public schools in the vicinity of his home, but as he advanced in his studies he decided to prepare himself for college in the Pittsburgh High School. Accordingly he entered the Central High School and graduated there. The following year he became a student at the Western University of Pennsylvania, and at the end of his four years' course had conferred upon him the honorary degree of LL.B.



Like all aspirants to a legal career, at least such as amount to anything in after life, he found it advisable to register with an older practitioner, and so he went into the office of S. G. McClung, who at that time enjoyed an extensive practice, and registered for the bar. Several years' study under so capable a preceptor equipped him splendidly for the examination for admittance. December 16, 1876, he applied for and received the diploma that privileged him to practice his chosen profession in Allegheny county. Immediately thereafter his preceptor took him into his partnership, and the two continued for several years.

His next partnership was formed with the Hon. J. A. Evans, and the two conducted their business under the firm name of McClung & Evans. This partnership lasted for a considerable time, and then Mr. McClung became a member of the firm of Chantler, McGill & McClung, which, soon after its organization, began to enjoy a profitable and growing clientele. The firm is known now as Chantler & McClung.

Among the corporations and institutions for which Mr. McClung is general counsel is the Fidelity Title & Trust Company, of Pittsburgh. From 1895 to 1905, Mr. McClung served as one of the lecturers at the Pittsburgh Law School.

Mr. McClung is a member of several exclusive social organizations in Pittsburgh, among which are the Duquesne Club, the Union Club, the University Club and the Oakmont Country Club.

GEORGE W. GUTHRIE.



George Wilkins Guthrie, Ambassador to Japan, has attained a position unsurpassed in the hearts of Pittsburghers. While Mayor of the city Mr. Guthrie succeeded in changing many notorious faults in government, to the lasting gratitude of the citizens. He was born September 5, 1848, in Pittsburgh, the son of John B. Guthrie and Catherine Murray Guthrie. He was graduated from Western University of Pennsylvania, and later from the Columbian Law School. He was admitted to the bar in Pittsburgh in 1869. He is trustee and vice-president of the Dollar Savings Bank, president of St. Margaret's Hospital, and grand master of Pennsylvania Masons. He was mayor of Pittsburgh from 1906 to 1909. He is a member of the Pittsburgh Club, Duquesne Club, Pittsburgh Golf Club and Pittsburgh University Club. Ambassador Guthrie has had many degrees conferred upon him.

GEORGE B. GORDON.

Allegheny county, in the Keystone State, which is quite generally known as the "great State of Allegheny," boasts of a great number of practitioners in her courts of law, and among the leaders of that vast array of legal talent is George B. Gordon. Mr. Gordon was born August 1, 1860, in Edgewood borough, so he is a product of the Pittsburgh district. He is the son of Alexander Gordon and Catherine Edwards Gordon. Following a grade and high school training, Mr. Gordon entered the University of Pittsburgh, and completed his education at Columbia University, New York. He was admitted to the bar in 1883, and is now a member of the law firm of Gordon & Smith. Mr. Gordon retains membership in the following organizations: the Pittsburgh Club, the Duquesne Club, University Club, Pittsburgh Golf Club, Allegheny Country Club, the Oakmont Country Club, the Pittsburgh Athletic Association and the Union League Club of New York.



JOHN MILLER FREEMAN.

The practice of teaching while learning, and serving a professorship while continuing one's own studies, has for centuries been regarded by scholastics as the surest and most effective way to become thoroughly absorbed in the work of self-improvement.

When John Miller Freeman, of Pittsburgh, was preparing himself for his present place of prominence among Allegheny county lawyers, he did this very thing. He did it twice in the course of his career, and by it he managed always to keep himself well refreshed on the different branches of study that average students are prone to forget after leaving their classes. His knowledge stood him in good stead when he began his study of law. He had a foundation that many an older barrister might envy.

Today he is at the front of his profession, and is not infrequently consulted by others engaged in court work that requires searching and reading up on precedents. His office is at 450 Fourth avenue, where, during the past several years, he has taken a hand in some of the most important cases ever brought before the Allegheny county courts.

As the son of John Freeman and Rebecca Guffy Freeman, John Miller Freeman was born in Ligonier, Pa., March 13, 1868. He entered the public schools and remained there till he graduated. While in high school he prepared to enter the Washington & Jefferson College, at Washington, Pa., but before he became a Freshman he decided to teach school. For three years he occupied himself with pedagogy and then he entered college. Completing a full four years' course, he graduated from college in 1893 with the honorary degree of *cum laude*, and after that he returned to the only occupation he had ever known, only on a higher scale. For the next year he served a professorship at East Liberty Academy.

While teaching in the academy he registered for the bar with the well-known law firm of Watson & McCleave, and through their aid was admitted to practice law in 1896. He remained with this firm till 1904, when he formed a partnership with D. T. Watson, Esq., and since then the two have been doing a large business under the firm name of Watson & Freeman.

Mr. Freeman is one of the many men in professional life who still hold membership in college fraternities. During his college days he emerged from "barbarism" into the number of the elect of the Phi Gamma Delta fraternity, and he still holds his place there. He is also a member of the Duquesne Club, the Pittsburgh Athletic Association and the Pittsburgh Press Club.



FRANK I. GOSSER.



Frank I. Gosser leads as an organizer and improver of civic conditions in Allegheny county. He is a native of Leechburg, Armstrong county, Pa., and was admitted to the bar some twenty odd years ago. He has been prominent in both the criminal and civil courts of the county. Mr. Gosser has organized twenty-three different boards of trade in the county, and is now an honorary member of each.

Through his influence the first bank on the Hill Top was organized. He was instrumental in locating the first Pittsburgh post office at Mt. Oliver. Without him doubtless McKinley Park would not have been secured. The Thirteenth street passenger station of the P., V. & C. R. R. Company is also largely due to his efforts. In 1909 his idea relative to the county freeing the bridges between the city proper and the North Side was adopted and has since become a reality. The widening of the Smithfield street bridge is due almost wholly to his initiatory efforts.

FRANK R. STONER.

Frank R. Stoner, banker and attorney, was born August 13, 1864, in Sewickley Heights township, Allegheny county, Pa. His parents were James M. Stoner and Aurelia (nee Palmer) Stoner. After attending the public schools of Pittsburgh, Mr. Stoner entered the Western University of Pennsylvania. He studied law with his father, and was admitted to the Allegheny county bar in 1892. Mr. Stoner has established a general practice in law and is an expert on civil law. Mr. Stoner is a director in the Western National Bank, the Allegheny Valley Bank, and vice-president of the Sewickley Valley Trust Company. Mr. Stoner is an enthusiastic sportsman and seeks recreation and relaxation from the grind of the legal profession behind prize winning horses from his extensive stables in Sewickley, where he lives. Few men have done more to promote amateur speed contests on the turf than has Mr. Stoner. He owns many good horses. He is a member of the Duquesne Club.



FREDERICK CURTIS PERKINS.

Frederick Curtis Perkins, attorney at law and banker, was born October 7, 1870, in Sharon, Pa. His parents were Simon Perkins and Laura (nee Norton) Perkins. Favorable environment during the formative years of childhood and home training of the right sort are powerful factors in shaping the lives of both men and women.

That this was beneficial is indicated by the success of their son in his chosen profession and by the respect and prestige which the busy years of an active life have brought him. Mr. Perkins himself knows this and gives a large part of the credit for his success to the father and mother back in the old home at Sharon.

Frederick Curtis Perkins completed the course of study in the public schools of Sharon with credit. He then took an academic course in St. Paul's school, after which he entered Yale University. Few men stood better in his classes than Mr. Perkins, but he was not a "book worm," and found time for social diversions. He interested himself in athletics sufficiently to develop a sound healthful physique so essential to a man following the exacting profession of law. After completing his studies at Yale Mr. Perkins entered the law school of Harvard University, from which he graduated with credit.



Equipped with an education which embraced thorough grounding in the great basic principles of law as well as an extensive knowledge of the statutes and their interpretation by the courts, Mr. Perkins passed the required State examination and was admitted to practice at the bar. He opened a law office in Pittsburgh, where he soon was recognized as a "coming man" in his profession. Business increased rapidly and Mr. Perkins acquired an enviable reputation for winning cases. Many are the stories told among his acquaintances and by court house attaches of legal victories he has won by his quick wit and clever examination of witnesses.

Not content with a legal business which most men would consider a satisfactory life achievement, Mr. Perkins has interested himself in banking, and in an advisory capacity has added to the prosperity of every bank with which he is connected. Mr. Perkins is officer and director in the Safe Deposit & Trust Company of Pittsburgh, the Peoples Savings Bank of Pittsburgh and the Exchange National Bank of Pittsburgh.

Many busy attorneys and business men do not find time for social diversions and as a result of sticking too closely to business, age rapidly and soon lose their grip on affairs. Mr. Perkins has retained freshness and vigor of youth although well past middle age. He attributes this largely to his interest in athletics. He plays golf and other games which require exercise in the open air and sunshine. Mr. Perkins belongs to the Pittsburgh Club, the Duquesne Club, the Allegheny Country Club, the Pittsburgh Athletic Association and the Pittsburgh Golf Club. He is fond of social diversion and loves to spend a quiet evening with friends and acquaintances.

J. E. McKELVY.



J. Erastus McKelvy has attained marked prominence in his chosen profession and he is widely known. He was born in Pittsburgh. Before beginning the practice of law in Pittsburgh Mr. McKelvy received a liberal education. He first studied in the city public schools, ward and high schools. His collegiate training was received in Dickinson College. His offices are in the St. Nicholas building, and he resides in the East End, Pittsburgh.

JOHN S. FERGUSON.

John Scott Ferguson, Pittsburgh attorney, connected with much important litigation during the last 40 years, was born January 23, 1842, in Pittsburgh. His parents were Charles Ferguson and Mary (nee Hamilton) Ferguson. Following his graduation from the Allegheny Academy, Mr. Ferguson read law with Attorney Robert Woods, of Pittsburgh, and was admitted to the Allegheny county bar April 7, 1863. He began practicing law at once with Sol Schoyer, Jr. He was later associated with James W. Murray as a law partner. Later Mr. Ferguson associated with himself his son, Edwin G. Ferguson. This association continued until the death of Edwin G. Ferguson in June, 1903. A legal library of 4,000 volumes and a general library of 10,000 volumes are owned by him. He is interested in agriculture and owns a large farm in Virginia. Mr. Ferguson was married September 10, 1863, to Miss Nancy A. Graham, of Pittsburgh. They have one son and three daughters living.



WILLIAM JAMES BRENNEN.

Of the number of notable "self-made" men in Pittsburgh none deserves more credit for his remarkable accomplishments than William James Brennen, the attorney. His parents were John Brennen and Theresa Callagher Brennen. In his early life Mr. Brennen was educated in the public, parochial and private schools.

Following this educational career, Mr. Brennen became a "pull-up" boy in the mills. Subsequently he rose to the position of machinist and roll-turner in the Jones & Laughlin iron and steel works; school teacher, alderman and attorney at law. Today Mr. Brennen enjoys a large practice and is known as one of the cleverest attorneys at the bar of Allegheny county.

He is president of the Rosalia Foundling Asylum of Pittsburgh, and is a member of the Pittsburgh Press Club, the Ancient Order of Hibernians, the Catholic Mutual Benefit Society, as well as being Grand Worthy President of the Fraternal Order of Eagles, and connected with the Pennsylvania Society of New York.

Mr. Brennen has been chairman, Democratic county or city committee of the county of Allegheny or the city of Pittsburgh since 1883; a delegate to every Democratic national convention beginning with that of 1876; a delegate to every Democratic state convention since 1883; a member of the Democratic state central committee for the past twenty years; a councilman and alderman of the Twentyfourth ward of the city of Pittsburgh; a candidate for Congress and Auditor General of Pennsylvania; attorney for the Central Board of Education of Pittsburgh, and for nearly all the labor organizations of Western Pennsylvania, as well as leading counsel in the defense of the Homestead riot and treason cases.

Mr. Brennen also has been attorney for the Democratic state committee opposing the seating of Senator Quay; attorney for Alexander Craig in his contested election against Andrew Stewart in the Fayette-Greene-Washington congressional district; organizer and clerk of the first labor committee authorized by Congress, and attorney for the Grand Aerie Fraternal Order of Eagles.

Following his humble beginning, Mr. Brennen has been singularly successful in life and has become one of the best-known professional men of Pittsburgh. Not only has he represented individuals of note in criminal and civil suits in Pennsylvania and other States, but has been named by a number of business and other organizations as their regularly retained counsel.

If Mr. Brennen has attained flattering success in matters of law, he equally has risen to power in the world of politics and now is known as one of the most prominent Democrats in the country. To his ability of organization the success of many campaigns has been due, and his advice constantly has been sought by the wiseacres in his party.

Mr. Brennen is said to have given considerable financial as well as personal support to the needs of his party from time to time and to have bolstered up the weak places wherever they developed.



GEORGE W. FLOWERS.



George W. Flowers, lawyer, publisher, banker, corporation director, was born near Whitehall, Allegheny county, May 15, 1860. His parents were John Horning Flowers and Sara A. Lenhart-Flowers. At the end of one year's course at Washington & Jefferson College, he entered the junior class at Yale, from which he was graduated in 1884. He registered for the Allegheny county bar in the office of the Hon. George W. Guthrie, in Pittsburgh, but completed his studies under Judge Alex. D. McConnell, of Greensburg. In 1889 he was admitted to practice in the Allegheny and Westmoreland County Courts, and two years later to the United States Courts. Mr. Flowers was solicitor of the Borough of Irwin and a member of the Board of Education. He established, and for several years edited, the *Irwin Republican*, purchased the *Irwin Standard* and merged the two into the *Republican-Standard*. He is a member of the Union Club of Pittsburgh, and is president of the Irwin Chamber of Commerce.

E. L. KEARNS.

Edward Lee Kearns, attorney at law, and officer of the Eighteenth Regiment, was born in Harrisburg March 31, 1873, the son of Edward P. and Martina B. Kearns. Mr. Kearns, who is lieutenant-colonel, Eighteenth Regiment, Duquesne Grays, National Guard of Pennsylvania, was educated at Harrisburg Academy and at Duquesne University. He has been practicing law since 1895, when he was admitted to the bar after studying with D. T. Watson, the noted lawyer. Mr. Kearns is now located in the Frick building of Pittsburgh. Mr. Kearns is prominent in all civic affairs of the city, and is known throughout the country for the disciplinary measures and innovations introduced into his soldier corps.

He is a member of the Harkaway Hunt Club, of the Pittsburgh Athletic Association and the Americus Republican Club. Mr. Kearns is a member of the Army and Navy Club of New York City.



JAMES H. REED.

One of the leading members of the Allegheny county bar and one of the busiest business men in the country is former Judge James H. Reed, whose capacity for doing things has so often been commented upon by his many friends. He not only looks after the management of a number of large corporations, but is the head of one of the leading law firms in the State, while his practice is growing with every year. Judge Reed once said that the only way to accomplish great things was to select good men for various important positions, give them free rein and look to them for the results. In addition, however, it is necessary that brains, shrewdness, business ability and a cool head at a critical moment must be blended in one to make such success as Judge Reed has won in the active world of his profession and business.



Judge Reed is a director of the United States Steel Corporation, in which position he is the ranking official of that great institution in Pittsburgh. He is also president and attorney for the Philadelphia Company, president of the Reliance Life Insurance Company, president and counsel of the Pittsburgh, Bessemer & Lake Erie Railroad, director of the Farmers National Deposit Bank, director of the Fidelity Title & Trust Company and deeply interested in other business enterprises, including copper in the Northwest.

Ordinarily these things of business require the most careful attention of the man interested, and so far as Judge Reed is concerned he slights nothing. But his work is carried out on the principle laid down, and he has it so carefully systematized that he finds time to remain at the head of one of the largest and most lucrative law practices in Pittsburgh, and he has been as successful in this line of endeavor as he has in corporation management. Judge Reed has won the reputation of peacemaker rather than as a combatant, although he has been successful in many a hard-fought battle in the courts. Among the most important achievements of Judge Reed was his labor as the final arbiter in the conflict between Mr. Frick and Mr. Carnegie, and it was due almost entirely to his efforts that the movement for peace was so successful.

Judge Reed was the guiding spirit of the combine of local capitalists, then known as the Magee-Flinn syndicate, and in many other enterprises where the needs of a clear head and a thorough knowledge of the law were needed, Judge Reed at all times was the one man to whom his associates looked for advice and action, if necessary.

He is regarded by many lawyers as one of the greatest in the country, and when the intricacies of a case are to be worked out Judge Reed can accomplish wonders in finding the facts. It is stated on high authority that the firm of which Judge Reed is the head has in one year cleared \$400,000 in fees and commissions, but it was a year notable in the formation of industrial corporations.

Judge Reed was born in Allegheny September 10, 1853, the son of Dr. J. A. and Elizabeth Reed. He was educated in the Western University of Pennsylvania, now the University of Pittsburgh, graduating in 1872. In 1875 he registered as a law student with his uncle, David Reed, a distinguished lawyer of his time, and in 1877 formed a partnership with P. C. Knox, ex-Secretary of State, as Knox & Reed. He was appointed Judge of the United States District Court by President Harrison, but ill health compelled his resignation the following year. After a long rest he returned to the practice of law.

JOHN C. BANE.



John Curry Bane, son of Aaron Bane and Mary W. Bane, was born in Answell township, Washington county, Pennsylvania, November 6, 1861. His early life was spent on his father's farm. He was graduated in 1882 from Washington and Jefferson College. He was admitted to the bar of Washington county, January 13, 1890, and engaged in general practice there until March, 1901. Mr. Bane was admitted to the bar of Allegheny county in 1895. On March 31, 1901, he moved to Pittsburgh. Since that time he has engaged in general practice in the courts of Common Pleas, the Supreme, Superior state courts and the Federal courts. While Mr. Bane never held office, he is a Democrat in politics and was a delegate to the national convention in Kansas City in 1900. He is a 32nd degree Mason, a member of the Pittsburgh Athletic Association and the Union Club of Pittsburgh. He married Miss Katharine Miller, June 26, 1901, and has five children.

J. P. HUNTER.

John Porter Hunter, attorney and business man, was born in Allegheny. His parents were Thomas A. Hunter and Sarah Hunter. He was educated in the common schools of Allegheny and at Washington & Jefferson College. Following graduation from college he studied law and was admitted to the bar of Allegheny county in 1884, and later to the bars of the Supreme Court of Pennsylvania and the Supreme Court of the United States. Few attorneys are more skilled than Mr. Hunter in conducting jury trials. Mr. Hunter is also an expert in equity law and is attorney for many corporations. Mr. Hunter is also interested in many business enterprises. He is director in the Shaffer-Smathers Oil Company, the Equitable Trust Company and the Consumers Refining Company. Mr. Hunter belongs to the Duquesne Club, the Oakmont Country Club and the Pittsburgh Country Club.



J. D. BROWN.

John D. Brown was born in Pittsburgh September 6, 1865. He is a son of A. M. Brown, a well-known member of the Pittsburgh bar. His education was secured in the public schools of Pittsburgh and at Harvard University. He was admitted to the bar in June, 1899, and has been very successful in the practice of his profession. He is president of the Anchor Savings Bank, having succeeded his father in that position at the latter's death. Mr. Brown is vice-president of the Pittsburgh Real Estate Company and director in the German National Bank of Pittsburgh, and the Hardy & Hayes Company. He is a member of the Board of Managers of the Western Pennsylvania Institution for the Blind, and treasurer of the Emma Farm Association. His home is at Oak Knolls, Wexford, Allegheny county, Pa.



JAMES M. CLARK.



James M. Clark, prominent Pittsburgh attorney, was born in Washington, Pa., in 1863. His parents were William Clark and Margaret Donaldson (nee Mevey) Clark. After attending the public schools of Washington, Mr. Clark entered Washington and Jefferson College, from which he graduated at the age of 21 years. After three years of study in the law school of Columbia University, New York, he was graduated with the degree of bachelor of laws. He received the degree of master of arts from the Columbia University School of Political Science. While in college Mr. Clark took an active interest in athletics. Since graduation he has been a moving spirit in many civic organizations and has done much for the industrial and social betterment of Allegheny county. Mr. Clark is still interested in clean healthful sports as is apparent from his active membership in the Pittsburgh Athletic Association. He is also a member of the Duquesne Club and the Pittsburgh Country Club. Mr. Clark has a strong and pleasing personality which impresses favorably all those with whom he comes in contact.

RICHARD B. SCANDRETT.



Richard B. Scandrett was born in Pittsburgh June 30, 1861, his parents being William A. Scandrett and Mary Brown Scandrett. He was educated in the public schools of Pittsburgh and Allegheny, Adrian College, Michigan, and Washington and Jefferson College, graduating from the latter in 1885. From 1885 to 1887, inclusive, he was an instructor in the Allegheny High School, and from 1887 to 1892 was secretary of the board of school controllers of Allegheny. He was admitted to the bar of Allegheny county in December, 1889, and has been practicing in Pittsburgh since that date. He is a director in a number of corporations. Mr. Scandrett and Miss Agnes Morrow were married at Slippery Rock, Butler county, Pa., on July 8, 1890. They have three children. Mr. Scandrett is a member of the Duquesne Club, Pittsburgh Athletic Association, Country Club, the Americus Republican Club, the Elks, and a number of other organizations.

COL. JAMES ELDER BARNETT.

Col. James Elder Barnett, lawyer, was born at Elder's Ridge, Indiana county, Pa. He graduated from Washington and Jefferson College in 1882. From 1895 to 1897 he was deputy secretary of the commonwealth, and in 1899 was elected state treasurer. He is now associated with R. B. Scandrett in the law firm of Scandrett & Barnett. He was elected lieutenant-colonel of the famous "Fighting 10th" Regiment, National Guard of Pennsylvania, in 1897. In the Spanish-American war he served in the Philippines and participated in all engagements of his regiment during the Filipino insurrection until the capture of Malolos. April, 1899, he was placed in command of the regiment and acted as regimental commander until the regiment was mustered out, August 27, 1899. He succeeded Col. Hawkins as commander of the district of Cavite, and served from May 10, 1899.



PHILIP BRENNAN REILLY.

Philip Brennan Reilly, specialist in real estate and corporation law, was born in Pittsburgh October 29, 1876. His parents were the late John C. Reilly and Ursula (nee O'Connor) Reilly.

Many men succeed in life in spite of unfavorable home environment during the formative period of their lives and in spite of lack of opportunities to cultivate mind and body under the direction of skilled teachers in good schools and colleges. Undoubtedly such men would in most instances have achieved a far greater measure of success if their earlier development had not been hindered and warped by unfavorable conditions.

Philip Brennan Reilly would have succeeded in spite of most any kind of early home environment, for he possesses an unusually keen intellect and a persistent will. His early surroundings, however, were favorable, for he comes of a most distinguished family and he received a liberal education in the best schools and colleges of the country.

After studying in the parochial schools of Pittsburgh he entered Fordham University, from which he graduated in 1900. He next entered the Pittsburgh Law School, where his standing was unusually good. In 1903 he graduated with a thorough knowledge of the great underlying principles of law, and a practical working knowledge of statutes and court decisions as well. A few months after graduation from the law school he was admitted to practice law in the courts of Pennsylvania, becoming a member of the Allegheny county bar.

He at once opened a law office and quickly built up a creditable practice. He specialized in real estate and corporation law and soon attained unusual prominence in his chosen lines of work. Not content with a legal practice, which was the envy of many of his associates, Mr. Reilly became actively interested in business. As a director of the Washington Trust Company he has done much to promote the success of its banking activities by wise advice and practical counsel. He has done much also to increase the business of the City Insurance Company, of which he is also a director.

In the evenings, when the work of the day is done, and on holidays, Mr. Reilly delights to mingle socially with friends. He believes that a man is only as old as he feels, and that to keep young in body and spirit it is necessary to seek healthful diversion and recreation. Mr. Reilly is a popular and prominent member of the Pittsburgh Country Club, the Pittsburgh Athletic Association and the Pittsburgh Press Club.

A pleasing personality, the right kind of home training, a liberal education and a keen, broad-minded insight into human nature are among the elements which have enabled Mr. Reilly to rise rapidly in business as well as socially and professionally. Although born into a distinguished family, Mr. Reilly has never used the social and business standing of his relatives as a means of attaining position and clients. He has depended entirely upon his own efforts to achieve victory in the battle of life.



ROBERT M. EWING.



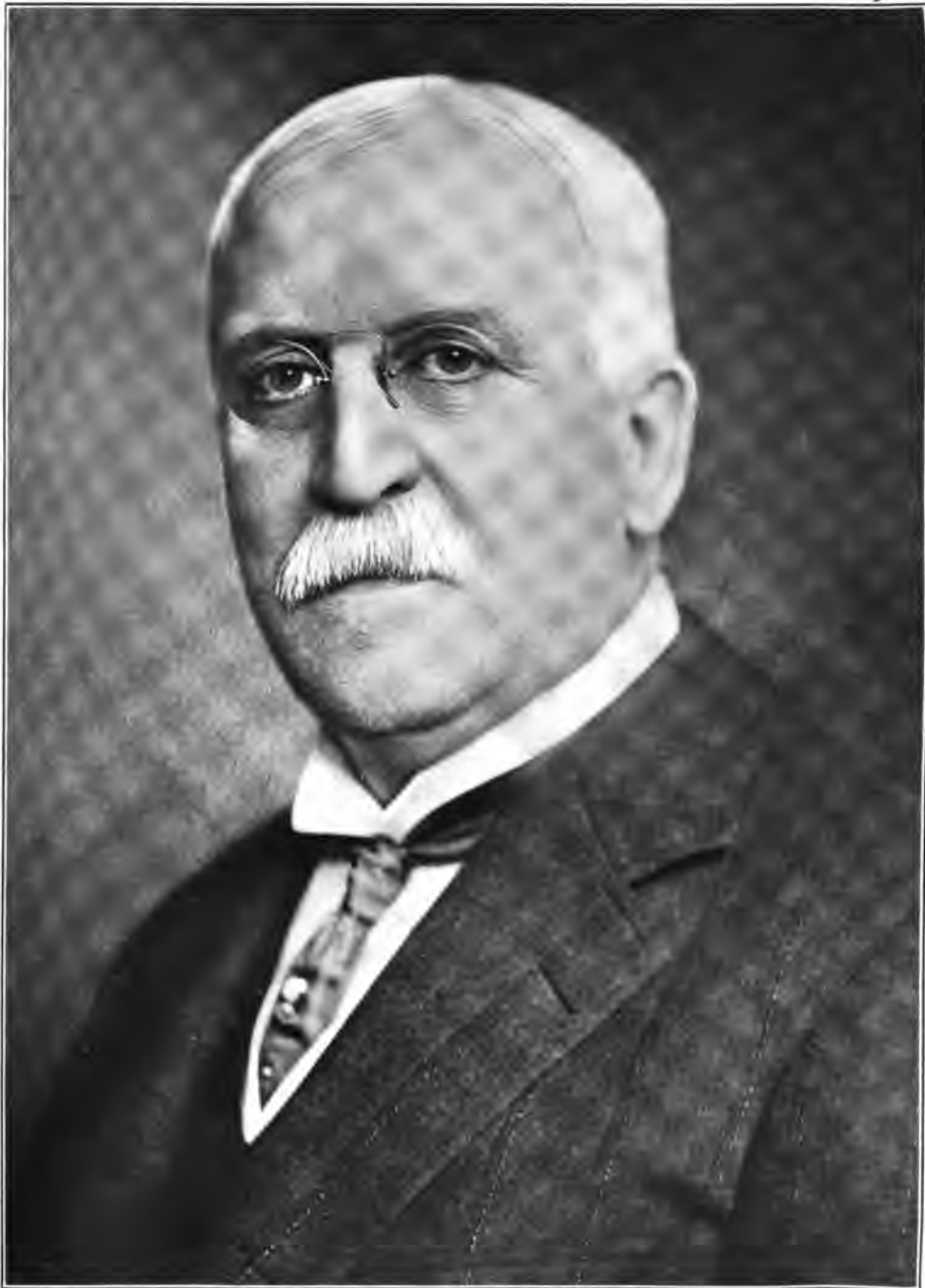
Robert M. Ewing is a Pennsylvania product and a representative member of the Pittsburgh bar. After an education in the public schools and the Saltsburg Academy at Saltsburg, Pa., by his earnings as a teacher he was enabled to continue his studies in Washington & Jefferson College, being a member of the class of 1891. He then studied law and was admitted to the bar of Indiana county. He came to Pittsburgh and was admitted to the Allegheny county bar in 1893. Civic and patriotic matters claim a large portion of Mr. Ewing's time. He is a member of the Pittsburgh Board of Trade, a trustee of the Western Pennsylvania Historical Society, and in Wilkesburg, where he resides, of the Wilkesburg Board of Trade and the Pennwood Club. Mr. Ewing is one of seven sons of the late James H. Ewing and of Eleanor (Rhea) Ewing, still living. Mr. Ewing occupies a suite of offices in the Farmers Bank building. He is married and has two daughters and a son.

GEORGE E. REYNOLDS.

George E. Reynolds, lawyer, of the Frick building, Pittsburgh, is the son of George P. and Rebecca (Dreisbach) Reynolds, and was born at Turbotville, Northumberland county, Pennsylvania, February 28, 1876. He began work on a farm at the age of nine, and finally found an opportunity to study in Ursinas College, Collegeville. He entered the State Normal School at Lock Haven, Pennsylvania, and at the end of a year of hard work was graduated at the head of his class. He became principal of the High School at Hill's Grove, Sullivan county, this State. After steady advancement, he withdrew from educational work and studied law, being admitted to the Northumberland county bar in September, 1902, then to the Allegheny county bar and to the Supreme and Superior Courts of the United States in the western district of Pennsylvania. He is a member of the Benevolent Order of Elks, the Masonic Order and the Pittsburgh Country Club.



L. M. PLUMER.



L. M. Plumer, attorney at law, was educated at Trinity College, Hartford, Conn., graduating with the degree of bachelor of arts. Later the degree of master of arts was conferred upon him. Following his graduation from college Mr. Plumer studied law and was admitted to the bar. Since then he has been engaged in the practice of his profession. Not content with a legal business, which would satisfy the ambition of most men, Mr. Plumer is actively engaged in many business enterprises. He belongs to the Duquesne Club, the Pittsburgh Athletic Association, the Country Club, the University Club and Union Club. A pleasing personality and shrewd insight into human nature backed by a good education is responsible for Mr. Plumer's success.

H. FRED MERCER.



H. FRED MERCER,
Lawyer, Pittsburgh.

EDWARD J. KENT.

Edward Joseph Kent is a native of Westmoreland county, but now a prominent practitioner at the Allegheny county bar. As the son of Thomas C. Kent and Mrs. Margaret Kent, he was born March 2, 1868, and received the rudiments of his education in the public and parochial schools. Then he entered St. Vincent's, at Beatty, and left there when he was 18 years old with the M. A. degree. He entered the University of Michigan and graduated in the law department of that institution with the LL. B. degree in 1890. In the same year Mr. Kent came to Pittsburgh, where, in September, he was admitted to the bar and has enjoyed a growing and prosperous general civil practice ever since. Mr. Kent belongs to a number of fraternal and social organizations in Pittsburgh. Among these are the Knights of Columbus, the Duquesne Club, the Pittsburgh Athletic Association, the Automobile Club and the Brunots Island Matinee Club.



FREDERICK L. KAHLE.

Frederick L. Kahle, corporation lawyer for a number of the largest coal and coke companies of Pennsylvania, West Virginia and Ohio, was born in Jefferson county, Pa., April 18, 1862.

He is the son of Frederick P. Kahle and Isabell McCutcheon Kahle, who are both living at the age of 90 and 86 years. Mr. Kahle, eminent in the learned and distinguished array of legal practitioners in Pittsburgh, whose success is due to his hard work and the diligence of his application, was educated in the public schools and the high school at Plumer, Venango county. He attended the Rouseville Normal School and the Erie Seminary.

After fitting himself in education for teaching, Mr. Kahle became principal of the Sugar Grove High School and later of the Sugar Grove Normal School. Later he read law under Hon. J. H. Osmer at Franklin, Pa., and was admitted to the bar in 1886.

He practiced in Franklin until 1904, becoming district attorney of Venango county in 1888; city solicitor of Franklin for five terms, and was then made United States Referee in Bankruptcy, serving the country in this legal capacity from 1895 until 1904.

As a referee in bankruptcy Mr. Kahle's record has been remarkable. Of all the cases in bankruptcy before him his decisions were reversed in but one case. This case is regarded as unique in the history of Pennsylvania jurisprudence. Aside from his profession Mr. Kahle is a great lover of oil paintings. For many years he has been collecting paintings of the highest grade, and the walls of every room in his home are covered with handsome and valuable paintings. He has a magnificent collection of English, Dutch, Italian and Russian paintings.

Ten years ago he moved to Pittsburgh and became a corporation lawyer for the coal companies mentioned before. He is now associated in offices, in the Park building, Pittsburgh, with W. T. Tredway and Senator James I. Adams, but not in partnership; he is the owner of one of the largest, most extensive and complete law libraries in the State.

Mr. Kahle is a Presbyterian churchman; a member of several Masonic organizations; a member of the Chamber of Commerce, the East End Board of Trade and the Young Men's Republican Tariff Club, and a life member of the Pittsburgh Press Club.

In 1888 he married May G. Galbraith, daughter of Dr. David C. Galbraith, of Franklin, Pa., who was one of the most extensive and successful of the early oil producers in the oil country. He has a daughter, Anna, who was graduated from the Thurston-Gleim School, East Liberty, and a son, Clarence Courtney Kahle, a graduate of Shady Side Academy, and now a student at Washington and Jefferson College.

Mr. Kahle is a self-made man in every acceptance of that term. When he started out in the world of business he had nothing behind him but a sheepskin and a dogged determination to succeed.



STEPHEN STONE.



STEPHEN STONE,
Lawyer, Pittsburgh.

W. W. SMITH.

Prominent among Pittsburgh's attorneys at law is William Watson Smith. A native of Hollidaysburg, Pa., having been born there September 7, 1871, a son of William P. Smith and Virginia Watson Smith, Mr. Smith as a boy attended the grade schools of Hollidaysburg, and after completing his preparatory work continued his studies at Princeton University, being graduated from that institution in 1892. Since that time he has practiced law in Allegheny county, having been admitted to the bar shortly after his graduation, and he has won prominence and success in his profession. In addition to having a thriving practice as an attorney, Mr. Smith is a director in the Union National Bank. Attorney Smith is well known and popular as a member of the Duquesne Club, Union Club, University Club and the Pittsburgh Golf Club, and he has been identified for years with the Pittsburgh Alumni Association of Princeton University.



JAMES D. HANCOCK.

Born near Wilkesbarre, Luzerne county, Pa., June 9, 1837, James Denton Hancock is the son of James Hancock and Mary Perkins Hancock. Mr. Hancock attended the common schools of Luzerne county, then the Wyoming Seminary and Kenyon College, at Gambier, O., from which he was graduated. He studied law and was admitted to the bar in Pittsburgh and from there removed to Franklin, Pa. Mr. Hancock soon was favored with a large business. He became identified with the Pennsylvania Society of the Sons of the American Revolution and is the president of this organization. Mr. Hancock is a director of the Pittsburgh, Youngstown & Ashtabula Railway Company, and of the Fayette County Gas Company. He is a member of the Franklin Club, of Franklin. In 1900 the degree of doctor of laws was conferred upon him by his Alma Mater; prior to that time he had been a candidate for Congress on the Democratic ticket. He has been a frequent contributor to periodicals on economic subjects.



CLARENCE BURLEIGH.



Clarence Burleigh, recognized in the fraternity of able Pittsburgh lawyers, was born in Boston, Mass., in 1853. He came to Pittsburgh in 1862 and obtained his early education at the public schools. He began life as a pattern-maker. By hard study, he obtained admission when quite young to Washington and Jefferson College, from which he graduated. He began the reading of law in 1875 under Bruce & Negleyand, and two years later was admitted to the Allegheny county bar. In 1878 he formed a law partnership with John R. Harbison. He was made assistant city solicitor of Pittsburgh, and in 1891, appointed District Attorney; at the expiration of his term he was elected for a full term. In 1895 he was elected City Solicitor. The Homestead rioters were prosecuted by Mr. Burleigh in line with official duty, which he fearlessly performed. Mr. Burleigh was continued as City Solicitor for Pittsburgh, until 1902, when he resigned to become general attorney for the Pittsburgh Railways company. In addition to this appointment, he is engaged in the general practice of law.

LEANDER TRAUTMAN.



Leander Trautman, attorney at law, was born February 17, 1865, at Canton, Ohio. His father was the Rev. Louis Trautman. At the age of four years he was taken to Pittsburgh. He received his early education in the Pittsburgh schools. At an early age he went to work for the Black Diamond Steel Company of Pittsburgh. While working he studied stenography until he became very proficient. Mr. Trautman has acquired a complete classical education by studying under the best private tutors obtainable. While working as a court reporter in the Federal and Allegheny county courts he read law under Judge Jacob F. Slagle, and in 1893 was admitted to the bar. Since that time he has practised law continuously at 434 Diamond street. Mr. Trautman is director in many business corporations in Pittsburgh for which he is attorney. He has had large experience in handling estates. Mr. Trautman married Miss Minnie Abele, of Lebanon, Pa. There are three children.

W. A. HUDSON.

William A. Hudson is a lawyer of Pittsburgh, with offices in the Berger building. He was born at Staunton, Virginia, August 20, 1850. In 1873 he was graduated from the University of Virginia with high honors. He had previously attended Roanoke College, Salem, Virginia. He was admitted to the bar immediately after graduation and came to Pittsburgh in 1891, admitted to the Allegheny county bar in September of that year, and later to the courts of the State and the Federal Supreme Court. In Virginia he had served as Judge of the Common Pleas Court. Judge Hudson has carried on a general law practice and has given special attention to commercial and corporation law, and many of the largest corporations have retained him. Judge Hudson devotes his whole energy to his profession. On May 12, 1875, he married Miss Ida Florence Rector, of Loudoun county, Virginia. Mrs. Hudson died May 1, 1898. There are nine children.



W. T. TREDWAY.

William Thomas Tredway, of Coraopolis, Pa., is a lawyer of Pittsburgh, and was born in Warsaw, Coshocton Co., Ohio., February 12, 1862, the son of Crispin and Melvina (James) Tredway. He received his elementary instruction at the Donley School of Bedford Township, Coshocton county, Ohio, and later at the West Bedford public school. He taught in the Ohio public schools for one year. In 1886 he was graduated from Washington and Jefferson College. Mr. Tredway was admitted to the bar of Allegheny county in 1888, and in 1892 became associated with Stone & Potter, and remained with them until William A. Stone became Governor, and W. P. Potter a Supreme Court Justice of Pennsylvania. Mr. Tredway makes a specialty of corporation and municipal corporation law, and was for eleven years solicitor for the Borough of Coraopolis, where he built and maintains his home. He was married March 14, 1894, to Cora Alice Watson, and they have two children. He has organized several banks and trust companies.



A. LEO WEIL.



Having as a lawyer attained prominence at the Pittsburgh bar, A. Leo Weil has yet a stronger claim to consideration by reason of his record in the work of advancing the cause of clean politics. Mr. Weil was born July 19, 1858, at Keysville, Charlotte county, Kentucky, the son of Isaac L. and Mina Weil. He was graduated from the high school of Titusville, Pa. Completing the the law course at the University of Virginia, he was admitted to the bar of Virginia, subsequently to the bar of Ohio, and later to the Pennsylvania bar. He moved to Pittsburgh from Titusville in 1888. He is a member of the City Club of New York, the Pittsburgh Athletic Association, the Pennwood, Westmoreland county and Edgewood Country clubs. He is a member of the executive committee of the National Municipal League, the Pennsylvania Civil Service association, the American Jewish Committee, and of nearly all the national associations engaged in civic and philanthropic work.

W. T. PIERCE.



William Torrence Pierce, attorney and banker, was born in Jefferson township, Allegheny county, Pennsylvania, March 27, 1872. His parents were Joseph Pierce and Henrietta (nee Torrence) Pierce. He was graduated from the Pittsburgh academy in 1892. He took a course of bookkeeping in the Euclid Avenue Business college, Cleveland, and was graduated from Westminster college, at New Wilmington, in 1895. After studying law in Pittsburgh, Mr. Pierce was admitted to the Allegheny county bar in 1902. He is engaged in the general practice of law, and is an authority on real estate law. His office is in the Park Building. Mr. Pierce is also a director of the National Bank of Western Pennsylvania, the First National Bank of West Elizabeth and the First National Bank of Monongahela. He is president of the Second National Bank of Elizabeth. Mr. Pierce is secretary of the board of trustees of Westminster College and president of the general alumni association.

J. S. WELLER.

John S. Weller, lawyer, of Pittsburgh, was born in Somerset county, in the Keystone State, being the son of Dr. F. S. Weller and Mary A. Weller. He first attended the common schools, later Pennsylvania State College, and from the latter was graduated in 1889. Senator Weller was admitted to practice during September, 1891, in Bedford county, Pa. He was district attorney there from 1894 to 1896. He entered the field of politics and was quickly recognized for his ability. During the sessions of the Pennsylvania State Legislature in 1899 and 1901 he was a member of the State Senate, where his record was excellent. He is prominent in the business life of the Pittsburgh district, being a director of many corporations. He is a member of the Pittsburgh City Planning Commission, having been appointed to that position by Mayor William A. Magee in 1912. He is a member of the Free Masons and Royal Arch, the Beta Theta Phi college fraternity, the Pittsburgh Country Club, Duquesne and other clubs.



JOHN M. HAVERTY.

John M. Haverty, attorney at law, with offices on the eighth floor of the Frick building, was born in Pittsburgh, September 27, 1877, the son of Thomas F. Haverty and Margaret H. Haverty. He graduated from the public schools, continued his studies at the Academic High School and at the Pittsburgh Academy, and in 1899 graduated from the Law School of the University of Michigan, at Ann Arbor, receiving the bachelors degree in law. He took up the practice of law in Michigan, but a year later was admitted to the Allegheny county bar. Later he was admitted to practice in all the courts of the State and the Federal courts. Mr. Haverty was married June 30, 1903, to Miss Ida M. Farrell, formerly of Cumberland, Md. They have two boys and three girls. Mr. Haverty is president of the Greenfield Board of Trade, of Pittsburgh; the president of the Young Men's Republican Tariff Club of Pittsburgh; a member of the Athletic Committee of the Pittsburgh Athletic Association, and a member of the Elks.



OSCAR T. TAYLOR.



Oscar Thomas Taylor, prominent attorney and soldier, was born in Brooklyn, N. Y., February 10, 1870, the son of John A. and Margaret (Simpson) Taylor. He graduated from Washington and Jefferson College, Washington, Pa., 1890, and from the law school of the University of Buffalo, Buffalo, N. Y., 1893; was admitted to the practice of law in New York state in 1894, and to the Allegheny county bar in 1902. He was attorney for the Pan-American Exposition at Buffalo. He served throughout the Spanish-American war as Captain of Co. G, 202nd New York Volunteer Infantry. He is commander-in-Chief of the United Spanish War Veterans, and Adjutant of the Soldiers' Civic League of Allegheny county. He is assistant district attorney of Allegheny county. He is a thirty-second degree Mason, and belongs to the Odd Fellows, Elks, Moose, Naval & Military Order of the Spanish-American War, Pittsburgh Chamber of Commerce, Rotary Club of Pittsburgh and the Arabian Lords of the American Desert.



Fred W. Scott was born September 28, 1873, in Elizabeth township, Allegheny county, Pennsylvania, the son of Samuel Scott and Eliza J. Scott. He received his education in the public schools and at Franklin College, New Athens, O., and read law with J. S. and E. G. Ferguson, in Pittsburgh. He was admitted to practice law in Allegheny county in April, 1902, and later admitted to practice in the higher courts. He established himself in Duquesne, where he has maintained an office, with one in Pittsburgh. Mr. Scott is vice-president and counsel for the First National Bank of Duquesne; general counsel and director of the Standard Life Insurance Company; president of the Duquesne & Dravosburg Street Railway Company, and treasurer of the Duquesne-McKeesport Land Company. He served in the Spanish War, and is a member of the Youghiogheny Country Club.

Thomas E. Finley, attorney at law, was born December 22, 1862, in Westmoreland county, Pennsylvania. His parents were Thomas G. Finley and Elizabeth Finley. He attended public and private schools in Westmoreland county. Mr. Finley was a public school teacher four years. Afterwards he attended Washington & Jefferson College three years, and taught an academy at Murrysville, Pa., one year. During that time and for two years thereafter Mr. Finley studied law. He was admitted to the bar March 17, 1894, and has been engaged in active practice ever since. He is president of the Monongahela and Youghiogheny Land Company, and vice-president of the J. E. Edmundson Company. He is a member of the Masonic Order. In 1905 Mr. Finley was married to Miss Elizabeth D. Edmundson. His offices are in Pittsburgh.



George Maurice Harton, corporation attorney and business man, was born in Pittsburgh 45 years ago, the son of Theodore Marshall Harton and Emily (nee Rinehart) Harton. He was graduated from Adrian College with the degree of bachelor of philosophy, and in 1892 from the University of Michigan, at Ann Arbor, with the degree of bachelor of laws. Mr. Harton was admitted to the bar in December, 1892, and opened a law office in January of the following year. Not content with a legal practice which would have satisfied most men, he interested himself in manufacturing, and as president of the Augusta Vener Company he has built a prosperous and profitable business. He is a member of the Pittsburgh Athletic Association, the Masonic Order and the Sigma Alpha Epsilon fraternity of his college.

GEORGE ALLAIRE HOWE.

George Allaire Howe, steel manufacturer and attorney, was born October 1, 1856, in Allegheny, now the North Side of Pittsburgh. Mr. Howe is descended from a long line of distinguished ancestors. His father, Thomas M. Howe, represented the Pittsburgh district in Congress from 1850 to 1856. He was the first president of the Pittsburgh Chamber of Commerce and a prosperous manufacturer of iron, steel and copper products. Mr. Howe's mother was Mary (nee Palmer) Howe. George Allaire Howe is the seventh in line of descent from John Howe, who came from England and settled in Sudbury, Mass., in 1638.

After studying in private schools for a number of years, George Allaire Howe entered Princeton university from which he graduated in 1878. He studied law in the offices of the Hon. George Shiras and Attorney William Scott, and in the law school of the University of Pennsylvania. He was admitted to the Allegheny county bar in 1882. He opened a law office at once and practiced law until 1888, when he retired from legal practice and became secretary of Howe, Brown & Company, manufacturers of crucible steel.



The qualifications which win success in the steel manufacturing business and in the practice of law are apparently entirely different. Nevertheless Mr. Howe after winning a fair measure of success in the law quit his legal practice entirely and won wealth and success in the steel business. He remained with Howe, Brown & Company until the company was consolidated with the Crucible Steel Company of America, in 1900. Not content to be an employe, Mr. Howe with the late James W. Brown, organized the Colonial Steel Company of Pittsburgh, manufacturers of high grade steel products. He served as vice-president of this company from 1902 until his resignation was accepted in 1907.

Mr. Howe was president of the Princeton Alumni Association of Western Pennsylvania in 1899 and 1900. He belongs to the Pittsburgh Club, the Duquesne Club, the Pittsburg Golf Club, Pittsburgh Athletic Association, the University and Princeton Clubs of New York and to the Society of Colonial Wars.

Mr. Howe stands high in the Masonic fraternity and belongs to many Masonic organizations. He became thirty-third degree Mason in Boston, Mass., in September, 1904. He is a member of the Scottish Rite bodies and belongs to Franklin Lodge No. 221, Free and Accepted Masons, Pittsburgh Chapter 268 Royal Arch Masons, Mt. Moriah Council No. 2, and Tancred Commandery No. 48, Knights Templar.

Mr. Howe was married in June, 1887, to Miss Martha C. Jones, daughter of Robert G. Jones, of Pittsburgh. Mrs. Howe died in October, 1910.



John Wilson Thomas, a lawyer with offices at 518 Fourth Ave., Pittsburgh, and a residence on Heinz Terrace, Sharpsburg, was born March 31, 1868, son of John S. Thomas, deceased, and Frances Brown Thomas. He attended the public schools of Etna, graduated from the Lock Haven Normal School in 1891 and from Western University of Pennsylvania Law Department in 1897, with the degree of LL.B. He studied law in the offices of Hon. John D. Shafer and was admitted to the bar of Allegheny County June 19, 1897. He is a member of the Board of Examiners of the Allegheny County Bar, which position he has held for the past six years. He is attorney for Etna Borough, several townships and school districts and a director of and counsel for the Citizens' Deposit and Trust Company of Sharpsburg.

JOHN
WILSON
THOMAS.

James Edward Hindman, attorney and business man, was born in Altoona, July 6, 1875. His parents were John A. Hindman and Anna E. Hindman. He was graduated from Lafayette College in 1900 with the degree of bachelor of philosophy, and in 1903 from the Pittsburgh Law School with the degree of bachelor of laws. Since June, 1903, he has been engaged in the general practice of law. He is an expert in corporation law, and is solicitor for the Borough of Wilksburg, the school district of the Borough of Wilksburg and the Central National Bank of Wilksburg; a director of the Fort Pitt Oil & Gas Company, the Pittsburgh Photoplay Company, the Central National Bank, of Wilksburg, and James A. McAteer & Sons, Incorporated. He belongs to the University Club of Pittsburgh, the Edgewood Country Club and the Wilksburg Club.

JAMES
EDWARD
HINDMAN.



Marion Hayleigh Murphy, lawyer of Pittsburgh, was born and educated in that city. His mother, Elizabeth Polk Hayleigh, was a Tennessean and a grand niece of President James K. Polk. He read law in the office of Judge Ambrose B. Reid, and was admitted to practice in all the State and Federal Courts, and since then has devoted his attention chiefly to civil practice and the Orphans' Courts. In the last several years Mr. Murphy has been instrumental in forming several corporations which he is now representing. He was the secretary of the Democratic County Committee for several years, and was chairman of the Campaign Committee at the time of the election of Judge Reid. Mr. Murphy is a Master of the Fourth Degree, Knights of Columbus, and is a member of the Pittsburgh Athletic Association.

MARION
HAYLEIGH
MURPHY.



JOSHUA G. SPLANE.

When one speaks of telephones operating in and around Pittsburgh the name of Joshua G. Splane is invariably linked with the subject, for from the time he was elected



president of the Pittsburgh & Allegheny Telephone Company, and later its receiver and a director, wires have been extended to Maryland, West Virginia and the western part of Pennsylvania until every hamlet has been covered. From an obscure little concern with plenty of capital and charter, but absolutely no business nor subscribers, the Pittsburgh & Allegheny Telephone Company has grown constantly.

Of course there was telephoning done after a fashion in Pittsburgh ever since 1879, for about that time two friendly firms in the Iron City strung a private wire between their respective places of business. Later other firms were put on the line, but telephones in small offices and private residences was a luxury entirely undreamed of.

In 1898 the incorporators of the then new company got together, and with a capital of \$1,500,000 applied for a charter. To get business and build up the enterprise was the hard task before the officers and attaches of the new

company, and Mr. Splane devoted all of his attention to this end. The reward of his labors now is a system so immense that more than 70,000,000 conversations are held over the P. & A. wires every year. The company is one of the youngest in this region, but one of the most useful in the country. That much of its success has been due to the *esprit de corps* of the personnel of the corporation and its attaches is generally conceded, and that Mr. Splane has been, and still is largely responsible for this feeling of good will, is admitted on all sides.

Mr. Splane was born in Pittsburgh. After graduating from the public schools of that city he entered the University of West Virginia, and when he left the university in 1886 he began work in the clerical department of the Standard Oil Company.

In 1903 the new telephone company seemed on the fair road to prosperity, and so Mr. Splane left the Standard Oil concern to cast his lot with the new enterprise. He was elected president of the company, but in 1911, when it became insolvent, he was appointed its receiver, and has served in that capacity ever since. In 1903, also, he became one of the organizers of the Home Trust Company, and immediately after its incorporation became its treasurer, a position which he held for only one year, because a great many other local enterprises claimed his attention. For that reason also he refrained from actively engaging in politics, although in 1900 he was elected a member of city council. He remained there for only one year.

In addition to being a receiver and director of the P. & A. Telephone Company, he is a director of the Monongahela Tube Company, the Pittsburgh Silver Peak Gold Mining Company and the Republic Bank Note Company. In other capacities he is connected with a great many concerns of importance. Mr. Splane is also a member of the Duquesne Club, Pittsburgh Country Club, Americus Club and Tariff Club, of Pittsburgh.

DAVID AIKEN REED.



David Aiken Reed, attorney, of Pittsburgh, is the son of Judge J. H. and Kate J. Aiken Reed. He was born in Pittsburgh December 21, 1880, and is engaged now as one of the counsel for the United States Steel Corporation. He was graduated from Princeton in 1900 with the degree of A.B. He studied in the law school of Western University of Pennsylvania, and received a degree of LL.B. in 1903. In that year he entered the law firm of Reed, Smith, Shaw & Beal. In February, 1912, Mr. Reed was appointed by Governor Tener to be chairman of the Industrial Accidents Commission of the State. Mr. Reed has made a special study of workmen's compensation litigation. He was counsel for the United States Steel Corporation during the hearings before the Stanley Committee of the House of Representatives. Mr. Reed is a member of the Duquesne Club, University Club, Pittsburgh Golf Club and Pittsburgh Athletic Association.

THOMAS PATTERSON.

Thomas Patterson, attorney at law and business man, was born in Carroll township, Washington county, Pennsylvania, November 14, 1856. His father was Robert Patterson and his mother Eliza (nee Baird) Patterson. After completing a course of study in the Ayers Latin School, in Pittsburgh, Mr. Patterson entered the Western University of Pennsylvania. He was graduated in 1876 with the degree of bachelor of arts. Three years later he was given the degree of master of arts, and in 1895 the honorary degree of bachelor of laws. Mr. Patterson began the study of law by registration in the office of his cousin, T. H. B. Patterson, and continued it at the Columbia Law School in 1879 and 1880, and was admitted to the bar of Allegheny county in 1881. His offices are in Pittsburgh. He is a member of the Duquesne Club, the Allegheny Country Club, the University Club of Pittsburgh, and the University Club of Philadelphia.



JAMES J. FLANNERY.

In the beautiful section of Pittsburgh known as Oakland, that had originally been intended as an exclusive residence section only, there has of late years sprung up a number of handsome office buildings that, even though isolated as they are, buzz with all the industry and activity of similar buildings in the heart of the city. At Meyran and Forbes streets there stands such a structure. In those offices the affairs of the American Vanadium Company and allied concerns transact their business, a business that is comparatively new, but that has had its part, and is still having its part, in the making of wealth beyond estimate.

With the discovery of the vanadium process of steel making there has sprung up all over the country, wherever steel is manufactured, subsidiary concerns, and among the men responsible for the growth of this enterprise none is more prominent than James J. Flannery, of Pittsburgh. Mr. Flannery lives near the offices that harbor the many concerns with which he is connected. His city address is 3515 Forbes street. Mr. Flannery is not only at the head of the various vanadium concerns, but he holds the highest executive positions of other enterprises.



James J. Flannery is a West Virginian, and by his successes he has proved that it makes little difference where a man is born, in order to make a big figure of himself in the business world. It was in the little town of Hollidays Cove, January 18, 1855, that he first saw the light of day. At an early age he was brought to Pittsburgh, where he was placed in the Christian Brothers' School, and there he remained till he completed the rigid course of studies that has made that institution known far and wide.

On leaving school he interested himself in the manufacture of steel in Pittsburgh. He entered the employ of several different concerns. In 1877 he was married to Miss Harriet Rogers, daughter of Commodore John Rogers, of the United States Navy.

His rise in the vanadium steel industry was rapid. In turn he found himself at the head of many concerns, most of which have branch offices in many parts of the country. Of five of these he holds the presidency. These are the American Vanadium Company, the Vanadium Sales Company of America, the Flannery Bolt Company, the Oakland Savings & Trust Company and the Collier Land Company. Besides being a Knight of Columbus, he is a member of the Duquesne Club and the Pittsburgh Athletic Association.

Mr. Flannery, in a quiet and unostentatious way, has been more than ordinarily instrumental in the building up of the Oakland section in which he lives and works. There has never been a booming campaign launched for the improvement of that section to which he has not contributed liberally, and much of his time that is not spent in his offices is spent among the boosters of Oakland, who never fail to receive his aid.



Frank Chew Osburn, barrister, whose office is in the Park building, was born in old Allegheny, now North Side, Pittsburgh, son of Franklin Osburn and Henrietta Warner Osburn, late of Sewickley, Allegheny county, Pa.

He was educated in the public schools and was graduated from the University of Pittsburgh. Mr. Osburn lived the greater part of his life at Glen Osburn (formerly Osburn) and at Sewickley, in this county; but is now a resident of the Fourth ward, Pittsburgh, Pa.

Mr. Osburn was formerly president of the Allegheny County Bar Association, and also served this association as chairman of the committee which revised the indexes of deeds and mortgages in the Allegheny County Recorder's office.

Warren Ilesley Seymour, lawyer, was born in Buffalo, New York, August 27, 1873, the son of Samuel L. and Henrietta I. Seymour. In 1895 he was graduated from Princeton University with the degree of A.B. He entered the law school of Harvard University and from the latter institution was graduated in 1898, with the degree of LL.B. In December, 1898, Mr. Seymour was admitted to the practice of law in Allegheny county, and he has practiced there continuously since that time. In legal circles in the Pittsburgh district Mr. Seymour has attained distinction. He was brought most prominently before the people of Allegheny county when for more than two years, beginning in 1910, he occupied the position of first assistant district attorney, displaying remarkable ability in espousing the cause of the commonwealth.

WARREN
ILSLEY
SEYMOUR.



Andrew Wells Robertson, attorney at law and a director in a number of banking and real estate concerns in Pittsburgh, was born in Panama, New York, February 7, 1880. He was educated in the public schools in his native city, and then entered Allegheny College at Meadville, Pa., where he graduated in 1906 with the A. B. degree. He was principal of the Charleroi High School; entered the Law School of the University of Pittsburgh, and was admitted to the bar in Pennsylvania in 1910. While attending the law school he was part owner and one of the principals of the Boys' Collegiate School, corner Ellsworth avenue and Clyde street, Pittsburgh, Pa. In addition to practicing law in Pittsburgh, he is also a director and trust officer of the Guarantee Title & Trust Company.

ANDREW
WELLS
ROBERTSON.

AMERICUS V. HOLMES.

Americus Vespucius Holmes, capitalist and banker, was born March 16, 1847, in the present downtown district of Pittsburgh, on Marberry street, now Second street. His parents were Dr. Shepley Ross Holmes and Mrs. Mary (nee Skelton) Holmes.

Mr. Holmes comes of one of the oldest pioneer families of Pittsburgh and has ever been active in promoting the best interests of the city. Dr. Holmes, the father, was a distinguished physician and one of the best known and most successful practitioners in early Pittsburgh. He stood high in Masonic circles.

Americus V. Holmes as a boy attended the old Second Ward public school when J. B. Meades was the principal. In 1863 and 1864 he attended Col. Hyatt's Military Academy at Westchester. For one year he was a student in the Iron City College.

In 1868 Mr. Holmes became of age and at once took charge of the Holmes family's important real estate holdings in Pittsburgh, including a business block at 226 Fifth avenue.

Although young when taking full charge of business affairs, Mr. Holmes was unusually well prepared for the responsibility of the position. His home training was of the best. Both father and mother from his earliest boyhood had taught him habits of industry and honesty. On account of his father's extensive medical practice among the business men of Pittsburgh and because of his high standing in the Masonic fraternity, Mr. Holmes as a youth associated much with men of affairs. Being naturally of a receptive and inquiring turn of mind he early familiarized himself with business matters and when he reached the age of 21 he was far better fitted both by nature and by training to be successful in business than many men double his age.

At the time Mr. Holmes took charge of the Holmes' properties he opened an office at 226 Fifth avenue, and he has been there ever since. Not content with looking after his personal property, Mr. Holmes' keen and active mind impelled him to seek other channels of endeavor. Soon he became interested in banking. He commanded the attention of the banking institutions of Pittsburgh, and Mr. Holmes was elected vice-president and trustee of the Dollar Savings Bank, and a director in the Anchor Savings Bank.

Mr. Holmes takes the deepest interest in the Masonic fraternity, in which he has risen high. He has been honored with the thirty-third degree. He belongs to Dallas Lodge, No. 508; Shilo Chapter Royal Accepted Masons, No. 257; Tancred Commandery, No. 148, and to the Pennsylvania Consistory.

Few Pittsburghers have taken a deeper and more practical interest in philanthropic and altruistic movements than Mr. Holmes. He is also a member of the Episcopal Church.

Mr. Holmes belongs to the Duquesne Club, the Pittsburgh Athletic Association and the Pittsburgh Country Club.

Mr. Holmes' life, like the majority of successful business men, has in a way been uneventful. He has devoted his time strictly to the duties which seemed to be his to attend to. For the greater part of his life he has lived in Pittsburgh. His wife was Miss Catherine A. Cain, of Philadelphia. The marriage was celebrated April 22, 1880. Mr. Holmes resides at the Hotel Kenmawr, Pittsburgh.





John Frederick Tim, attorney, was born in Pittsburgh, June 4, 1878. His parents were Anthony G.

**JOHN
FREDERICK
TIM.**

Tim and Jennie J. (nee Maerkt) Tim. He attended the Highland public school, and graduated from Shady Side Academy in 1897. He completed the four-year course of study in Lafayette College and was given the degree of bachelor of arts in 1901. Following three years of study in the law school of the University of Pittsburgh he was graduated in 1904 with the degree of doctor of laws. The same year he was admitted to practice at the Allegheny county bar. Shortly afterwards he was admitted to practice in the Superior and Supreme Courts of Pennsylvania and in the Federal Courts. He has stood always for integrity and a high standard of legal ethics among lawyers. He is a Mason and a member of the Greek letter fraternity of Theta Delta Chi.

Archibald Hamilton Rowand, Jr., has had a unique history as a business man, a soldier and an attorney at law. He was born in Philadelphia, Pa., March 6, 1845, the son of Archibald Hamilton Rowand and Catherine Greer Rowand. He was educated in the public schools in Greenville, South Carolina, in the city of Allegheny and by private tutors in Pittsburgh. July 17, 1862, he enlisted in the First West Virginia Cavalry. He participated in the battle of Gettysburg. On the personal recommendation of General Sheridan he received the Congressional Medal of Honor, the highest honor that can be paid an American soldier. He was elected clerk of courts of Allegheny county on November 5, 1878; served two terms, and was admitted to the bar in 1885, and is now practicing in the county, State, Supreme and Federal Courts, with office in Pittsburgh.

**ARCHIBALD
HAMILTON
ROWAND, JR.**



Prominent among the younger practitioners at the Allegheny county bar is Edmund Kiernan Trent, of Pittsburgh. Mr. Trent was born in Somerset, Pennsylvania, August 5, 1883. He is the son of Samuel V. Trent and Marion Kiernan Trent. His elementary education was received in Shady Side Academy, in Pittsburgh, where he was a student for six years.

Mr. Trent's higher education was attained in Princeton University, where he was a student for four years. His professional schooling was secured in the Pittsburgh Law School, a department of the University of Pittsburgh, and the law department of the University of Pennsylvania. In the former law school he studied for one year, and in the Philadelphia institution for two years. In January, 1908, Mr. Trent was admitted to the bar of Allegheny county. He has secured recognition as a legal adviser.

**EDMUND
KIERNAN
TRENT.**

CENTRAL DISTRICT TELEPHONE COMPANY.

The telephone service of a modern city plays no mean part in its economic life. Men have come to turn to their telephones to carry them up and down the thoroughfares, to the nearby towns and to the distant cities. The housewife of nowadays shops, makes her appointments and visits friends by Telephone. The immense volume of this is realized when it is remembered that the Bell system during 1912 established throughout the country 26,310,000 telephone connections daily. Pittsburgh has been quick to recognize the dependability of the Bell telephone. Shortly after the invention of the telephone, an office was opened in Pittsburgh. This was the beginning only. From that time until now Pittsburgh's Bell System has been growing, improving, extending—and now the system is one to which Pittsburghers may point with just pride.

The Central District Telephone Company is the name of the company operating in Pittsburgh and vicinity, and to that company is attributable the credit for the satisfactory construction, maintenance and operation of the Bell telephone plan in Pittsburgh.

Metropolitan Pittsburgh, as it is called in telephone parlance, or the city and its immediate environs, contains some 66,600 Bell telephones—one to every 11 people, man, woman and child. Twenty-two central offices are used to connect the telephones and the offices are of various sizes. Pittsburgh sends 92,500,000 Bell telephone messages per year, an enormous bulk of telephone traffic. And to furnish it a plant of the highest possible standard, maintained in the best way and operated by the most intelligent and efficient force is necessary. That Pittsburgh's telephone plant might keep pace with the city's progress, that it might continue to compare favorably with thoroughly modern standards in telephony, over \$850,000 was spent in 1912 by the company for additions and replacements to the system. Service is the keynote of the Bell company's policy, the very nucleus around which its organization has been formed. The results in Pittsburgh have proved the strength of this policy.

W. B. CLARKSON.

Walter Beaumont Clarkson is division manager of The Central District Telephone Company of Pittsburgh. Mr. Clarkson is a Virginian by birth; was born in Fauquier county, June 29, 1875. He is the son of Henry Mazyck Clarkson and Mrs. Jeanie Sayre Clarkson. He is a graduate of William and Mary College, of Virginia, and Columbia University, receiving from the latter the LL.B. degree. In 1897 he decided to take up telephone work, and became an employe of the Bell system at Washington, D. C. By applying himself diligently, in 1903 he was made commercial superintendent. He held that position for five years, when he was offered a position in the same capacity with the Delaware & Atlantic Telephone & Telegraph Company, operating in New Jersey and Delaware. In 1910 he accepted the position he now holds. Mr. Clarkson is a charter member of the University Club of Washington and a member of the Duquesne Club of Pittsburgh.



OLIVER K. EATON.

Oliver K. Eaton, attorney at law in Pittsburgh, was born in Brownsville, Pa., July 13, 1877, a son of T. N. Eaton and Mary M. Eaton. He received his early education in the public schools, and later attended Allegheny College, at Meadville, Pa., whence he was graduated in 1900.

After completing his studies there, Mr. Eaton took up the study of law, and in 1903 he was admitted to the bar. Since that time he has practiced in Pittsburgh, and as a general practitioner in that city has won a splendid record. He is prominent and has a wide circle of friends in professional and business life.

James A. Wakefield, a lawyer of Pittsburgh, Pa., with an office in the Berger building, was born in Redstone, Fayette county, Pennsylvania, May 3, 1865. He is the son of David H. and Mary (Randolph) Wakefield. He is the great-grandson of
JAMES A. Samuel Morton, a signer of the Declaration of Independence. Mr. Wake-
WAKEFIELD. field's father lead the life of a country gentleman.

Mr. Wakefield's first education was received in the public schools of his native county. Later he attended the Allegheny College at Meadville, Pennsylvania, and subsequently Union College, Schenectady, New York, where he took several oratorical prizes and successfully represented his college in the Intercollegiate Chautauquan Oratorical Contest. He graduated in 1888, then undertook the study of law in Uniontown, Pennsylvania. He was admitted to the bar in 1890, and is now a member of the Superior and Supreme Courts of Pennsylvania; also of the United States District and Circuit Courts. He has been connected with many important cases, and has devoted special attention to complicated insurance cases.

In 1894 he was the Democratic candidate for Congressman from the Twenty-second District of Pennsylvania, being opposed on the Republican ticket by John Dalzell. Mr. Wakefield was defeated, but made a highly creditable canvass. Among fraternities, he is a member of the Delta Tau Delta and the Theta Nu Epsilon. He is past master of Hailman Lodge, F. and A. M., and a member of the Country Club of Pittsburgh.



Charles Aloysius Fagan, attorney at law, was born in Pittsburgh July 1, 1859. He was educated at
CHARLES St. Mary's parochial school and Ewalt
ALOYSIUS College. After admission to the bar in
FAGAN. 1887 he was Assistant District Attor-
ney. He was married to Mary Kane February 11, 1888. He is a Democrat; was presidential elector in 1892; was chairman of the Democratic County Committee 1894-96; delegate-at-large to Democratic National Convention of 1896. He is vice-president German National Bank of Pittsburgh; vice-president Iron City Sanitary Manufacturing Company; director East End Savings & Trust Company, Pittsburgh & Lake Erie Ship Canal Company, Anthracite Coal Company, Natalie & Mt. Carmel Railroad Company; president Wheatly Hills Land Company of New York; president Pittsburgh Hospital. His clubs are the Duquesne, the Union, Pittsburgh Country and the Oakmont Country.

JOHN WORTHINGTON.

An interesting figure in the petroleum industry is John Worthington. His first connection with the business was in the capacity of civil engineer for a furnace company. For 40 years since he has been a student and investigator, and has given to the trade geological and scientific information of much value. He has visited many foreign oil fields and is one of the best informed men on the general subject of oil and natural gas.

Mr. Worthington was born in South Wales March 14, 1848, and came to the United States with his parents when four years old. The elder Mr. Worthington was engaged with the Brady's Bend Iron Company, and the family settled at Brady's Bend, Pa. He worked for several years, the last two as civil and mining engineer. At that time oil developments were making their way down the Allegheny river, and the iron company became interested in the possibilities of their lands for oil purposes.

Mr. Worthington was sent to Oil City in 1872 to run a line of levels from that place to Brady's Bend, taking in on the way considerable oil development lying between. A little later the work

was extended from Brady's Bend to the newly developed oil fields in Butler county. The result was to determine that the sand from which the oil was being produced at Brady's Bend and on Armstrong Run was 80 feet below the formation from which the Butler county wells procured their oil, and that the latter were getting their oil from the third sand of the Oil Creek region. In other words, Mr. Worthington made it plain that there was a fourth sand in that section of the country. If this knowledge had been acted upon then the famous fourth sand belt from Armstrong Run to Greece City would have been developed some time before it was discovered by accident, when the Tack & Moorehead well was deepened.

In the fall of 1872 Mr. Worthington resigned from the service of the iron company and became superintendent of the Meclimans Farm Oil Company. When this company disposed of its holdings, he engaged as cashier with the Parker's Landing Savings Bank. On account of ill health, Mr. Worthington left the East in 1880 and located in the San Juan country of Colorado, engaging in the mining business. He was elected the first mayor of the new city of Ouray, Col. After six years he returned to the oil country and was in the brokerage business for 17 months. Then he organized, in connection with Frank Thompson, president of the Pennsylvania Railroad, the Nineveh Petroleum Company, of which he was manager. The long experience and practical business knowledge of Mr. Worthington led to his selection as superintendent of the newly organized South Penn Oil Company in June 1889. Under his administration the company participated in the development of the great oil and gas resources of West Virginia. Later he was promoted and remained on the firing line. He is a director of the Union National Bank of Pittsburgh. He resides in the Squirrel Hill district of Pittsburgh.

Since the dissolution of the Standard Oil Company, Mr. Worthington is connected with the Standard Oil Company of New Jersey.





Churchill Brown Mehard, Attorney, was born in Mercer, Mercer County, May 27th, 1881. His father is Hon. Samuel S. Mehard, President Judge CHURCHILL of the Mercer County Court, and his BROWN mother, Ida Augusta Brown, a daughter of Hon. George H. Brown, Chief Justice of the New Jersey Supreme Court. MEHARD.

Mr. Mehard was educated at Westminster College, Haverford College, Pennsylvania Military College and the law department of the University of Pittsburgh. He was admitted to the bar in 1905 and for two years and a half served as Assistant District Attorney of Allegheny County. For nine years Mr. Mehard was an officer of the "Duquesne Grays" (18th Infantry, N. G. P.), until his promotion to higher office on the Second Brigade Staff. He is a member of the Duquesne, University, Edgeworth and Allegheny Country Clubs. He is married and has one child, a daughter.

James H. Gray, lawyer, of Pittsburgh, was born in Pittsburgh August 20, 1872, the son of Joseph H. and Mary Gray. Mr. Gray was educated in Pittsburgh public schools. He

JAMES
H. GRAY.

was employed by George Westinghouse, Jr., as a draughtsman for six years. At the same time he studied law with R. B. Petty, Esq., and was admitted to the Allegheny county bar in 1895. He practices in the Supreme and Superior Courts of Pennsylvania, the United States Courts, all of the county courts and the Supreme Court of Colorado. Mr. Gray is chairman of the County Committee of the Keystone party of Allegheny county. He is a director of the Parkersburg Iron & Steel Company, a member of the council of the Presbyterian Brotherhood, an elder in the Sixth Presbyterian Church of Pittsburgh, and a member of the Davis Camp, Sons of Veterans.



George Newton Chalfant was born at Martin's Ferry, Belmont county, Ohio, August 6, 1864, the son of the Rev. George Wilson Chalfant and Sarah (Moore) Chalfant. He was graduated from the Martin's Ferry high school, and later from Lafayette College in Easton, Pennsylvania. Mr. Chalfant served with the P., C. & St. L. Railways as civil engineer. He was next engaged for about four years as a civil and mining engineer in Pittsburgh. In 1889 he was admitted to the Allegheny county bar. He is now a member of the law firm of Carpenter & Chalfant, Frick Annex, Pittsburgh. Mr. Chalfant is a director of the Union Electric Company, Pittsburgh; a member of the University Club, the Pittsburgh Athletic Association and the Young Men's Republican Tariff Club; a member of Duquesne Lodge, F. & A. M., Pittsburgh Chapter and Duquesne Commandery and A. A. Scottish Rite, of Pittsburgh.



PERRY ORVILLE LAUGHNER.

Wherever a few gallons of crude oil ooze their way to the surface of the earth, somebody is usually on hand in time enough to raise and spread the good tidings; and immediately there follows an oil boom that makes poor men rich and rich men poor over night.

Several years ago a number of small and unimportant communities in Oklahoma experienced booms of this kind. Money rolled into Oklahoma by the millions, and among those who went there to take advantage of the opportunities presented was Perry Orville Laughner, of Pittsburgh. One thing that favored Mr. Laughner more than anything else, when he went there, was the fact that he got there before somebody else had a chance to seize the land on which oil had been discovered. With him were several other Pittsburghers, well experienced in the oil business at home, and so well experienced were they that they had no difficulty selecting just such tracts of land as promised the best results, and not investing in other tracts that were held out at tempting prices to them.



For a number of weeks the Pittsburghers remained there watching the development of their claims, selling what land seemed least profitable, and retaining that which they knew would in time fill their coffers. Then they came back to Pittsburgh with the lion's share of the Oklahoma oil fields, and spent the remainder of their time organizing companies and making other investments.

Mr. Laughner was born in a little place in Butler county, known as Six Points, September 21, 1859, and is the son of Samuel S. and Sarah J. Laughner. Early in life he moved to Clarion county and in the public schools received his early education, and then he entered and made his way through the State Normal School at Edinboro. Later he became a student in the Iron City College at Pittsburgh, from which he graduated. For a time he engaged in the brokerage business, but oil lands were making people rich and he tried his hand at oil producing. In Pittsburgh he was ordinarily successful, but when the latest oil boom broke loose in Oklahoma he went to the more promising fields.

At present he is the president and director of the Minnetonka Oil Company, and the president and director of the Crescent Oil and Gas Company. Both concerns occupy offices in the Arrott building, Wood street and Fourth avenue. Mr. Laughner lives at 1237 Beechwood boulevard. He has many fraternal and social connections in Pittsburgh, and among the more prominent organizations of which he is a member are the Masons, Ascalon Lodge, Knights Templar, Syria Lodge of Shriners, the Pittsburgh Athletic Association, the Union Club, the Pittsburgh Press Club and the Pittsburgh Country Club.

THE PEOPLES NATURAL GAS COMPANY.

The Peoples Natural Gas Company was incorporated under the laws of Pennsylvania June 26, 1885, by J. N. Pew, E. O. Emerson, Theodore Johnson, Robert C. Pew, R. S. Duffield and J. S. Robinson. The original stock authorized was \$200,000.00 which was, soon after the incorporation of the company, increased to \$1,000,000.00, and later increased to \$9,300,000.00.

J. N. Pew, the first president, was the pioneer of the natural gas industry in the Pittsburgh district. In the year of 1890 the field pressure of gas coming from the Mur-raysville field, in Westmoreland county, declined rapidly and the supply of gas to Pittsburgh began to fail. This was a problem that required several years' study and all the ingenuity of the natural gas engineers to overcome. Various schemes were thought out and tried, such as large storage tanks, increasing the size of the pipe lines to the wells, etc., but without success. To Mr. Pew, however, belongs the credit of conceiving the idea of the gas compressor pump, now utilized by all gas companies, and enabling natural gas to be carried and distributed over a large area. But for the compressor pump Pittsburgh would not now enjoy the benefit of this ideal fuel.

A further step in natural gas development and improvement, in which this company was a leader, was to stop the great amount of wastefulness and conserve the gas for the future. Without considering the expense, this company put into effect a plan to eliminate all waste at the wells and on high pressure mains, such as putting an extra band at each joint on its lines, thus stopping all leakage on same, and by their method of conservation and their sources of supply, they can assure natural gas for domestic consumption to their consumers for years to come.

The Peoples Natural Gas Company, in the first few years of its incorporation, supplied gas only to Wilkesburg and a portion of the city of Pittsburgh; later, as large fields of natural gas were discovered in Allegheny, Washington, Armstrong, Clarion and Greene counties, Pennsylvania, the high pressure main lines were extended to these points and the low pressure system enlarged from time to time, so that at the present time The Peoples Natural Gas Company supplies not only Wilkesburg and a large portion of the city of Pittsburgh, but they also supply Edgewood, Swissvale, Rankin, East Pittsburgh, Turtle Creek, Wilmerding, East McKeesport, boroughs and towns along the Pennsylvania Railroad, including Greensburg, Latrobe, Derry, Bolivar, etc., to Altoona. In the Monongahela Valley, this company supplies Monessen, Webster, Belle Vernon and Fayette City. In the Allegheny Valley, New Kensington, Arnold and adjacent towns. West of Pittsburgh, they supply Woodlawn, Aliquippa, Imperial, Burgettstown, Midland, etc.

The Peoples Natural Gas Company has from its inception always set a high standard for efficiency and the best of service for its consumers, and were the originators of the idea to sell gas ranges and appliances to their consumers at cost.

The present officers of the company are: A. C. Bedford, president; J. W. R. Crawford, vice-president; John G. Pew, vice-president and manager; Captain L. F. Barger, general superintendent; Christy Payne, secretary; Thos. Nicoll, treasurer, and Geo. H. Jones, comptroller.



JOHN H. GALEY,
Oil Producer, Pittsburgh.



The treasurer and collector for the city of McKeesport, James A. Fulton, has served the people faithfully.

JAMES A. FULTON. He was born in Pittsburgh April 14, 1874, and is the son of Samuel and Matilda Fulton.

He was educated in the public schools of McKeesport. During his boyhood, Mr. Fulton was employed in many occupations. He was a newsboy and later a grocer's clerk. He became a market gardener and florist assistant, learned the house painting trade and served several years as journeyman workman and as a contracting painter. He is a director in the McKeesport and Versailles Cemetery, and secretary of the American Monetary League. Always known for his liking for independent policies, Mr. Fulton is a strong progressive and was elected on that ticket in 1909. He is a member of the American Academy of Political and Social Science and several other organizations, and is also an author of repute.

The thriving municipality of McKeesport, Pennsylvania, has a capable chief executive in the person of Dr. Herbert S. Arthur, its present mayor. Dr. Arthur is a native son of the city he now heads, having been born and reared in McKeesport. The date of his birth was April 28, 1879. He is the son of Robert and Johanna Arthur. His elementary education was secured in the public schools and the high school of McKeesport.

HERBERT S. ARTHUR. His preparation for the practice of medicine was secured in Northwestern University Medical College, from which institution he was graduated in 1903. He is at present practicing medicine in the Tube City. He is now identified with, and has been identified ever since his graduation from medical college, the McKeesport Hospital.

He has embarked into the business world aside from his professional occupation and has met unusual success. Dr. Arthur is a director in the Joel T. Painter Paint Company, a flourishing industrial organization in McKeesport. It was in 1909 that he prominently entered the field of politics, and that year he was chosen mayor of the Tube City. His administration of civic affairs has been business-like and provocative of much favorable comment. His entire term as McKeesport's chief executive has been characterized by an economical and equable administrative system. He is prominently and favorably known throughout the State.

Joseph Natali, police magistrate of the Oakland Station and acting Italian vice consul, was born in Italy. He

JOSEPH NATALI. was brought to Pittsburgh by his parents, as a small boy, in 1872. Mr. Natali attended the public schools of Pittsburgh and Duff's College. For 12 years he held the position of interpreter in the Allegheny county court, and as such assisted in many important trials. In 1894 he was appointed consular agent for Italy, serving for 10 years. In 1902 Victor Emanuel III. created him a knight of the Crown of Italy, in appreciation of his services to Italian subjects. It is a testimonial to Mr. Natali's efficiency that he has been called upon for the sixth time to take charge of the Italian vice consulate in Pittsburgh. On July 1, 1909, he was appointed police magistrate by the Mayor of Pittsburgh, serving continuously since, and has given general satisfaction. Mr. Natali is very popular among the Italian residents of Western Pennsylvania.



GEORGE WILLIAM CRAWFORD.

George William Crawford, banker and booster for Pittsburgh, is another living testimony that in the early days of the Iron City the reputation of this region worked as a magnet and drew to its swelling population people from all over the country and the world. Mr. Crawford's parents, Andrew Isaac Crawford and Martha J. E. Crawford, lived in the quiet town of Kewanee, Ill., where, January 10, 1856, their son was born. Shortly thereafter they were attracted to Pittsburgh, where the boy was placed in the old Mansfield academy, located in what was then known as Mansfield, and which was subsequently changed in name to Carnegie. After finishing his education at the Mansfield academy he entered Duff's college, in Pittsburgh, where he graduated in his nineteenth year.

Upon leaving school he looked about him for an opening. There was a place just such as he wanted in a bank, although it is generally admitted by those who have learned to know him since that he would still have made a great success of himself had he entered any other kind of a business. His first position therefore was given to him in

1874 when he entered the Diamond National Bank as a clerk. He remained there 28 years, being rewarded for his hard work by obtaining the position of cashier and director not long before he left that institution.

In 1902 he left the Diamond National Bank with a full and ripe knowledge of the banking business and as a person readily sought after by other and bigger banking institutions. For the past ten years he has served as a director in the Peoples Savings Bank and the Peoples National Bank and the Safe Deposit & Trust Company of Pittsburgh.

During the past ten years also other interests began to claim his attention. Manufacturing concerns sprang up in great numbers, and the men at the head of those concerns were constantly demanding the help of such men as Mr. Crawford. He was in great demand as a director, and to this day he is serving in that capacity for a number of institutions both in Pittsburgh and Boston.

In addition to holding the presidency of the Peoples Natural Gas & Pipeage Company of Pittsburgh, he is a director in the following corporations: The Allegheny Heating Company, the Crucible Steel Company of America, the Humboldt Fire Insurance Company, the Safe Deposit & Trust Company, the Peoples National Bank and the Peoples Savings Bank, all of Pittsburgh, and the Columbian National Life Insurance Company of Boston.

Mr. Crawford loves the great out doors and is fond of clean, healthful sports. When he feels the need of a change from the grind of business he seeks it with friends among fellow-members of the Pittsburgh Athletic Association.



ROBERT GARLAND.

A leading figure in the business, political and club life of Pittsburgh is Robert Garland, a manufacturer and a member of the city council. Mr. Garland was born in Dungannon, County Tyrone, Ireland, September 27, 1862, the son of Robert Garland and Eliza Jane Atwell Garland. While quite young Mr. Garland came to Pittsburgh. He at first started to work for Lewis, Oliver & Phillips, which concern afterwards became Oliver Brothers & Phillips, and still later became the Oliver Iron & Steel Company. During his connection with these firms Mr. Garland rose rapidly until in 1893 he decided to leave the employment of the last named company and launch into business for himself. In this undertaking he was associated with his brother, John W. Garland, the concern being known as the Garland Chain Company. Mr. Garland is president of the Garland Nut & Rivet Company; treasurer of the Garland Corporation; director of the Third National Bank and of the Pittsburgh Life & Trust Co.



ENOCH RAUH.



Enoch Rauh's rise to public prominence is not the result of many advantages, but came through a keen business sense, intelligence and persistence, together with a high business integrity. Mr. Rauh did not have any special advantages in education; after beginning work at the age of 13 going to night school for some years. Today he is senior member of Rauh Brothers & Company, Pittsburgh merchants. Mr. Rauh also entered the firm of the Homer Laughlin China Company, of East Liverpool, O., and Newell, W. Va. Mr. Rauh always has been interested in civic, business and philanthropic affairs, and he is a director in many philanthropies. He was one of those chosen when the council of nine was appointed to direct the municipal affairs of Pittsburgh. Mr. Rauh has won an enviable record as a champion of the people's rights. Mr. Rauh has for five years been president of the Pittsburgh Association of Credit Men. He is also vice-president of the National Association of Credit Men.

MICHAEL L. BENEDUM.

Michael L. Benedum, wealthy oil producer and public spirited citizen of Pittsburgh, was born July 16, 1869, at Bridgeport, West Virginia. His parents were Emanuel and Caroline Benedum.

He secured his education in the common schools of West Virginia. Mr. Benedum, at an early age, engaged in the milling business, but later accepted a position in an engineering corps of the South Penn Oil Company.

Mr. Benedum impressed the officials of the company so favorably that he was soon transferred to the land department. From that time on his rise was rapid, and in a few years he became assistant superintendent for the company in West Virginia.

Not satisfied with an employe's salary in a business in which fortunes are so often made in a year—sometimes in a day—Mr. Benedum resigned from the South Penn Oil Company in 1898 and started in the oil producing business for himself. His extensive experience with the South Penn Oil Company, united with a keen business instinct, brought him success early in the venture.

Desirous of carrying on an oil producing business national in extent, Mr. Benedum associated himself in business with J. C. Trees and others, operating under the name of the Benedum-Trees Oil Company, the J. C. Trees Oil Company, and various other companies. Both he and his associates have invaded nearly every oil field in the United States, Canada and Mexico.

They were pioneers in the oil business in Oklahoma, Illinois and Louisiana. They have spent hundred of thousands of dollars in "wild-cattin," drilling wells far from territory known to contain oil. Often they lost, but in the aggregate they have won fortunes.

Mr. Benedum is president of the Benedum-Trees Oil Company, and an officer and director in many other oil and gas companies. He is a member of the Duquesne Club, Pittsburgh Athletic Association, the Pittsburgh Country Club, and other social organizations. He is also a member of the Masonic Order and Knights of Pythias.



W. A. HOEVELER.



One who has attained most favorable prominence in the affairs of Pittsburgh is William A. Hoeveler, member of the city's council and leading business man. Mr. Hoeveler is the eldest son of Augustus and Elizabeth (O'Leary) Hoeveler and was born in Pittsburgh May 14, 1852. He was educated in the parochial schools of Pittsburgh, at Newell's Institute and at St. Vincent's College. When 17 years old, Mr. Hoeveler engaged in the manufacture of glue and continued in this occupation until 1887, when he established the storage business in which he now is engaged. Mr. Hoeveler also is an inventor and has devised a number of appliances of value. He is a Roman Catholic, a member of the Knights of Columbus, and in politics is independent. He married Katherine Hemphill, February 17, 1885, and they have three children. It has been by his service in city council that Mr. Hoeveler has become best known to the public.

H. M. IRONS.

Harold M. Irons, city solicitor who defended Pittsburgh in suits growing out of the "Hump removal," was born in New Wilmington, January 10, 1876. His parents were W. D. Irons and Edith B. (nee Van Orsdell) Irons. When a boy Mr. Irons attended the public schools of McDonald, Pa., and he graduated from Westminster College. He then entered the law office of John S. Robb, of Pittsburgh. After reading law for several years he passed the legal examination, was admitted to the Allegheny bar in 1904, and opened a law office in Pittsburgh. In 1908 he was appointed assistant city solicitor. Mr. Irons was married in 1905 to Miss Edna May Holliday, a daughter of George L. Holliday, at one time in charge of the Pittsburgh postoffice. There are three children. Mr. Irons belongs to the order of Free and Accepted Masons. There are few who have achieved appointment as city attorney for Pittsburgh after practicing law only four years.



JOE CLIFTON TREES.

Joe Clifton Trees, oil and gas producer, sport lover, philanthropist and clubman, is a unique figure in the busy life of the city of Pittsburgh. He is the son of Isaac T. Trees and Lucy A. Trees. Previous to his entry on his highly successful business career, Mr. Trees received a liberal education. In 1892 he was graduated from the Indiana Normal School, and 1895 was graduated from the University of Pittsburgh, then the Western University of Pennsylvania.

His love for his alma mater, the later educational institution, has been remarkably evidenced by many and repeated substantial gifts to the institution. A most valuable adjunct to Pitt, the Smoky City's own university, is the magnificent Trees athletic stadium. There on the summit of the big plot of ground in the Schenley district of Pittsburgh devoted to the needs of the university, is the imposing Trees gymnasium and the big athletic field, the great athletic settlement being the gift of the subject of this life sketch. His bounty to that institution, however, has not been limited to the gifts for the Pitt stadium. He is an ardent lover of healthy sports, and his annual banquet



to the big football squad of Pitt after the close of the season is characteristic of his acute interest in things athletic.

In the vast Pittsburgh district which leads the world in oil and gas production, Joe Trees is an imposing figure. His interests are extensive and he stands very high in the councils of the country's oil and gas producers. In Pittsburgh business circles he wields a potent influence, and he has been prominently connected with a number of movements aiming at the promotion of the Smoky City's interests.

His influence in the oil and gas business has been so extensive as to spread over a goodly portion of the United States. Seeing the vast possibilities of oil and gas resources of the State of Arkansas, Mr. Trees, with a number of fellow Pittsburghers, decided to enter that field. He was a pioneer in the producing business in that State, and by the display of rare business judgment and acute discernment he was instrumental in making that State one of the nation's leading oil and gas producing territories.

Mr. Trees is extensively represented in the governing bodies of a number of oil and gas producing concerns throughout the country. He is president of the Arkansas Natural Gas Company; president of the Arkansas Fuel Oil Company; president of the J. C. Trees Oil Company; president of the Penn Mex Oil Company; president of the Wabash Gas Company; president of the Regal Oil Company, and vice-president of the Benedum Trees Oil Company. Mr. Trees is a member of the Duquesne Club, the Oakmont Country Club, the Pittsburgh Country Club and the Pittsburgh Athletic Association.

Pennsylvania with her vast store of natural resources, the development of which has brought her largely to the fore in the world's history, has a coterie of able business men whose efforts are largely accountable for the Keystone State's remarkable standing. In this coterie, representing the Smoky City, is Joe Clifton Trees.



Charles Elmer Bown, attorney and banker, was born in Pittsburgh February 18, 1875. His parents were Charles T. Bown and Louisa (nee Alter) Bown. He is a graduate of the Pittsburgh grammar schools and of the Pittsburgh Central high school. He attended Harvard College and the Pittsburgh law school. In 1898 he was admitted to the Allegheny county bar and began the practice of law immediately. In 1909 he was appointed assistant city solicitor. He is a director in the South Hills Trust Company and the Southern Heights Land Company. Mr. Bown is a Mason and belongs to the Americus Club, the Stanton Heights Golf Club, the South Hills Republican Club, and the American Academy of Social and Political Science. He is married and has three children. Mr. Bown is a shrewd, successful attorney, an able speaker and a keen business man.

Harry Hamilton Rowand, the son of Archibald Rowand, Jr., and Sarah Howard Rowand, was born in Verona, Allegheny county, Pa., April 8, 1871. He was graduated in the class of 1892 from Washington and Jefferson College. Then he studied law with his father and was admitted to practice in all the courts of Allegheny county in 1894; had a general practice until appointed assistant district attorney in 1906. He is now first assistant under District Attorney William A. Blakeley. At the outbreak of the Spanish-American War Mr. Rowand was made a second lieutenant in the Eighteenth Regiment, Pennsylvania Volunteer Infantry, and shortly thereafter promoted to a first lieutenancy. He is a member of the Oakmont Country Club and the Oakmont Boat Club, as well as a number of patriotic orders. Mr. Rowand was married to Miss Florence E. Kier in 1898. They have one child.

HARRY
HAMILTON
ROWAND.



George Nugent Monro, attorney at law, was born in Ascot, Buckinghamshire, England, November 18, 1833, the son of Henry Loftus Monro and Sarah A. Monro. He was graduated from St. David's College, Carmarthen, Wales, and came to this country when 19. He taught school at Highland Falls, New York, and was graduated from the General Theological Seminary, New York City, in 1857; was ordained deacon in the Episcopal Church, serving two years, coming to Pittsburgh in 1859. Here he studied law with the firm of Purveyance & Coffee and was admitted to the bar in 1863. Mr. Monro was married in 1863 to Miss Sarah A. Morgan. He was a councilman for more than 20 years. He is a vestryman in St. Peter's Church, and Past Eminent of Tancred Commandery No. 48; a member of St. John's Lodge and the Duquesne Club.

GEORGE
NUGENT
MONRO.

THOMAS O'SHELL.

The career of Thomas O'Shell has been a checkered one, but, withal, successful, as an account of his life shows, for it must be admitted that to rise from the lowly position of a cart driver to the station of a State legislator, with the prefix "Hon." to one's name, may be deemed something of a success. So it has been with Thomas O'Shell.

Mr. O'Shell was born at Walter's Mills, White township, Cambria county, Pennsylvania, August 8, 1857, the son of George H. and Elizabeth Rolls O'Shell, springing from a family whose ancestors came over on the Mayflower. As a boy, he attended the public schools. He was a bright lad, and when eight years old delivered a public oration, the occasion being a Fourth of July celebration. At 16 he left the farm for the cart-driving job. Later he worked in a lumber camp and on a sawmill at Houtzdale, Pa. He also knew the life of a miner, having worked in Clearfield, Jefferson, Center and Allegheny county mines. He was advanced to assistant claim agent for the Monongahela River Consolidated Coal & Coke Company, working as a clothing salesman before being employed by the Monongahela River Consolidated Coal & Coke Company.



Later he worked as a clothing salesman, and was master workman of the Salesmen's Assembly in 1907. He worked in the steel mills of the Carnegie Steel Company and the Jones & Laughlin Company, and was president of Excelsior Lodge No. 63, Amalgamated Association of Iron, Steel & Tin Workers. He was one of the organizers of the First United Labor League of Pittsburgh, and was vice-president, besides being associated with a number of other trade and labor unions, holding official positions in all. He is now president of the Two-Score Land Purchasing Company, treasurer of the South Side Council No. 133, Jr. O. U. A. M.; financial secretary and treasurer of Camp Hays No. 4, Sons of Veterans.

Mr. O'Shell formerly was a director of the Morse sub-district school board. In 1907 and 1909 he was elected to the State House of Representatives, and in his first term was secretary of the Committee on Labor and Industry, handling the Employers' Liability bill. He was secretary of the Committee on Mines and Mining in the 1909 session.

Mr. O'Shell is prominent politically and takes great interest in civic affairs. He is a member of the Tariff Club, Americus Club, the South Hills Republican Club, the Birmingham Turnverein, the Owls, South Side Council, Junior Order United American Mechanics; of Camp Hays, Sons of Veterans, and of the South Pittsburgh Board of Trade, Beechview Board of Trade and the South Hills Board of Trade. His election to the Legislature in 1907 was from the Ninth legislative district of Allegheny county, while in 1909 he was honored with the confidence of the voters of the Sixth district of the county. Both times Mr. O'Shell was elected on the Republican ticket, and he did excellent work during his terms, particularly in his efforts, as a committeeman, to have legislation desired by his constituents made laws. In politics, Mr. O'Shell nominally is a Republican, but he has always reserved the right to independent thought.

WILLIAM M. RAMSEY.

William Moore Ramsey, gas inspector of Allegheny county, was born in Nobles-town, Allegheny county, March 15, 1845, the son of John and Isabella Porter Ramsey.

Mr. Ramsey is one of the foremost men in the gas business, being one of the best posted men in his particular line. He was educated in the public schools of Allegheny City, now North Side, Pittsburgh, having come to Pittsburgh when very young. After leaving school he started to work with the Pennsylvania Railroad Company, and stayed with this company but a short time.

He then became identified with the oil refining business and has been connected with oil and gas enterprises ever since. Mr. Ramsey has taken a prominent and active part in the development of the gas industry in Pittsburgh, which is recognized as one of the factors that has contributed to the city's commercial greatness.

For many years he was a gas inspector, for which work he is peculiarly fitted on account of his wide knowledge and experience. Mr. Ramsey is of Scotch-Irish descent, and combines the qualities of that rugged race with his American propensities and firmness of character.

He learned the gas and oil business with the firm of Reese & Graff. Living in Western Pennsylvania, which for years has ranked as the leading gas-producing region, he has been in a position to take advantage of every opportunity in this line. His progressive nature and energetic application to business has made him the powerful factor he is in these circles.

Mr. Ramsey is one of the oldest Shriners in Pittsburgh. He is a member of several Masonic lodges, having been affiliated with the Masonic order for many years. Mr. Ramsey belongs to McCandless Lodge No. 390, Free and Accepted Masons of Pittsburgh, and also of Syria Temple, A. A. N. O. M. S.



W. J. PATTERSON,
*President and General Manager,
Heyl & Patterson, Inc.,
Pittsburgh, Pa.*



E. R. WALTERS,
*Director Department of Health, City of
Pittsburgh.*

CHARLES DONNELLY.

Charles Donnelly, chief of the Allegheny county detectives, is in a position unique, seldom met in police circles, for Mr. Donnelly is the scion of a wealthy and socially prominent family who has given his intelligence, excellent education, military training and long business experience to the public as a detective.

Chief Donnelly's service as a detective began in 1909, after he had been a member of the firms of the McClure Coke Company, the Pittsburgh & Chicago Gas Coal Company and the Pittsburgh Milling Company, being the president of the latter concern.

He is a son of Charles Donnelly, the late coke operator of Pittsburgh. He was graduated from Princeton University in 1895, and enlisted in the regular United States Army, serving through the Spanish-American War and winning a captaincy through his valor. Chief Donnelly attributes his later success in business and as a detective to the training received in the regular army, which, he believes, makes an ideal schooling for a police official. He was Captain of Company E, Eighteenth Pennsylvania Volunteer Infantry, during the war.

While at Princeton, Chief Donnelly gained fame as a football player. Mr. Donnelly always has been aggressive, and in working on some of the biggest criminal cases brought to his attention as a member of the Allegheny county detective force, has shown unusual ability to cope with any mysterious or difficult case.

J. J. KIRBY.

James J. Kirby was born in Johnstown, Pennsylvania, August 9, 1879, the son of Edward Kirby and Annie Durnian Kirby. When but two years old he was brought to Pittsburgh by his parents, who located in the present Second ward of the city, where he has lived continuously ever since. Mr. Kirby was educated in St. Patrick's parochial school, at Seventeenth and Liberty streets. When 10 years old he began working in the steel mills. He was elected constable and left the mill, going back again after a short time. He was appointed alderman by the Governor of Pennsylvania in 1896, and was afterwards elected to the same office, which he has held continuously since through re-election. Mr. Kirby has always been interested in clean athletic sports, having won renown as a wrestler and oarsman. As a magistrate he has won wide commendation.





Joseph Miner Searle was born in Scranton, Pa., July 7, 1859, the son of Voltaire Searle and Amanda Carey Searle. Mr. Searle received his academic training at Hampton Academy before he took up his life work. He has gained wide prominence as a mechanical and mining engineer in the Pittsburgh district and throughout the Southern States. Mr. Searle is chief of the Bureau of City Smoke Inspection in Pittsburgh. In this capacity he has attracted wide attention. Pittsburgh's reputation for smoke makes his office a difficult one to fill. However, during Mr. Searle's incumbency he has given general satisfaction by his discerning and effective administration. His reputation as an efficient chief of the Bureau of Smoke Inspection is now international, he being president of the International Association for the Prevention of Smoke.

William Coates, chief of the Pittsburgh Fire Department, was born in Ireland, May 12, 1848. His parents were John Coates and Rachel (nee Curry) Coates. As a baby he was brought to Pittsburgh by his parents, and attended the public schools of Pittsburgh until he was aged 13. Then he worked in Pittsburgh steel mills until the beginning of the Civil War. He served throughout the war, and then went to work again in a steel mill. Later he became a United States postoffice inspector. From 1876 to 1886 he was a member of the Pittsburgh Fire Commission. In 1886 he became assistant to the chief engineer in the city fire department, and in 1913 was appointed chief. He belongs to the Masonic fraternity and to the Grand Army of the Republic. He is married and has five children.



One of the chief characteristics of S. A. Dies, superintendent of the Bureau of Building Inspection of Pittsburgh, is his untiring energy and attention to duty. Mr. Dies was born in 1861 in Indiana county, Pennsylvania, where he received his preliminary education. The father of Mr. Dies was a prominent contractor, and when the son left school he entered into business with his parent, devoting his time to learning construction work. Mr. Dies came to Pittsburgh in 1887, working as foreman and superintendent on construction jobs in every part of the country. In 1891 he went into business with his brother, W. H. Dies. He was appointed superintendent of building inspection in 1903 and retained his office through changing administrations. Mr. Dies is popular among his business and professional associates, and brilliantly successful in his chosen calling, discharging the rather trying duties of his office diplomatically and without fear or favor.

VAN BITTNER.

Van Bittner, a well-known labor leader of the Pittsburgh district, was born at Bridgeport, Pa., the son of Charles and Emma Bittner. He was born March 20, 1884, and received his education in the Vanderbilt high school, from which he graduated.

After graduating from the public school he entered the coal mines, and at 15 years became a member of the United Mine Workers of America, in which labor organization he took a most active part from his initiation. Desirous of learning more about the business, he took a course in mining from one of the big correspondence schools, and later received their diploma, graduating with high marks in every branch of study.

Shortly after he joined the United Mine Workers of America he was elected to a minor office in the local of which he was a member, and soon took the lead in the work of that organization. For a number of years he went to the annual conventions and also local conventions as a delegate from his union, and several years ago he permitted his name to go before the members of District No. 5 for the office of vice-president.



It was at a time when the organization was in a turmoil on account of strikes and labor troubles, and Mr. Bittner was elected to the office by a big majority. Francis Feehan was elected president at the same time. Then it was that the two began working on their big task to bring peace and quiet out of chaos. It was a gigantic task, but by working day and night Mr. Bittner, who was in the field continually with the miners, was able to bring it about, and the organization was once more purged and put upon a much firmer base than it had ever occupied.

President Feehan tendered his resignation to the organization, and Mr. Bittner was then called upon by the organization to take up the work where it had been left off by Mr. Feehan. Mr. Bittner is the youngest district president in the United Mine Workers' ranks.

Besides holding the reins of office of president of District No. 5, United Mine Workers of America, Mr. Bittner is also chairman of the district executive board and has charge of the deliberations of that body for the district miners.

Several years ago Mr. Bittner joined the the Fraternal Order of Eagles, and while he has taken no active part in the organization, his heart is with the work that is being done by the members.

Mr. Bittner was vice-president of the United Mine Workers of the Pittsburgh district for three years before he was called to the head of the union, and has been instrumental in settling a number of strikes. He was in charge of the work in the Westmoreland field for a number of months, and has also been prominent in the wage scale contract settlements in this and other sections.

Several years ago Mr. Bittner married a Westmoreland county girl, and a daughter has been born to the couple.



A. C. Gumbert, assistant director of the Department of Charities of Pittsburgh, is a native of Pittsburgh. He was born October 10, 1867.

A. C. GUMBERT. He started life as a newsboy. He launched into the grocery business and

later worked in the office of the county treasurer of Allegheny county, and in the prothonotary's office. Baseball engaged the attention of Mr. Gumbert, and unusual success was his. He was a member of the Chicago National League team under the famous regime of "Pop" Anson. He was on the pitching staff, and during his continuance in baseball was one of the leading pitchers in the major leagues. He quit playing professional ball in 1896. In 1906 he was elected sheriff of Allegheny county and remained in that office during 1907, 1908 and 1909. He was appointed to the office he now holds in 1911.

Howard J. Owens, paymaster for the city of Pittsburgh, was born December 26, 1868, in Pittsburgh. He was educated in the Soho and Ann street public schools. When a youth he worked in the office of an architectural draftsman.

HOWARD
J. OWENS.

Later he secured a position as transcribing clerk in the Allegheny County Court House. His next position was a clerkship in the Pittsburgh City Hall. He was appointed city paymaster by Mayor William A. Magee when that office was created. Mr. Owens is married and lives at 1225 Locust street. He belongs to the Americus Club, the P. G. Brushton Lodge, Independent Order of Odd Fellows; Aerie No. 76, Fraternal Order of Eagles, and J. K. Moorehead Conclave, No. 82. Mr. Owens has always been interested in politics. His most recent service was as secretary of the First Ward Republican Committee.



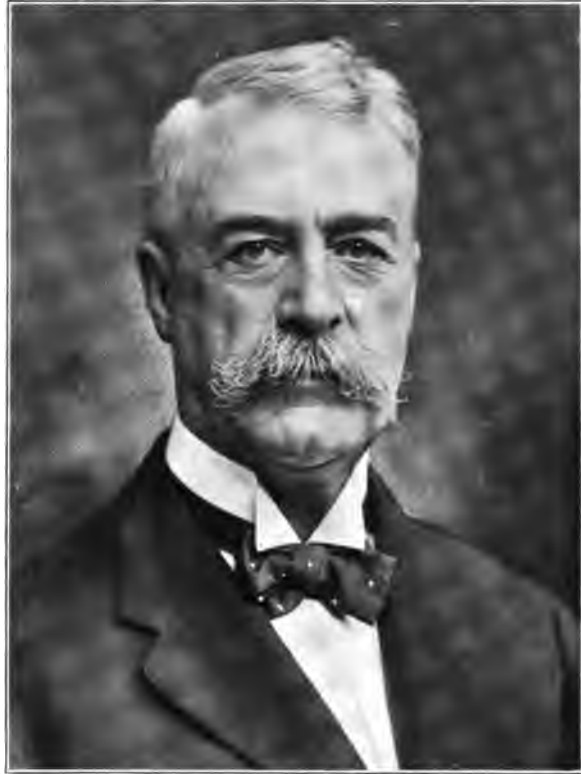
Robert G. Robinson is one of the best known detectives in the United States, and is at present investigator for the city of Pittsburgh.

ROBERT G. ROBINSON. He is a native of that city, and started his public career in the City Health Department.

After a year he came under the notice of Mr. Rodger O'Mara, and in 1887 entered the detective service under him, with whom he continued for seven years. He served twelve years on the county force under District Attorney J. C. Haymaker and also under District Attorney Robert E. Stewart. Mr. Robinson opened up his own agency in the Berger building, where he still maintains offices, but upon Mayor Magee's taking office he was appointed "Special Investigator for the Law Department." Practically his entire time is devoted to the city's service. Mr. Robinson was with "Patty" Fitzgerald in the capture of the Biddles, when Ed Biddle shot Fitzgerald.

JOHN EATON.

John Eaton, son of Hiram W. and Anna (Mott) Eaton, was born August 20, 1840, at Esopus, Ulster county, N. Y., and died in Atlantic City, N. J., September 16, 1911. Mr. Eaton attended the public schools at Brooklyn, N. Y., and commenced his business career in New York city at the age of fourteen years. He afterwards attended night school for several years and took a course in a commercial college. At the age of twenty he entered the employ of the firm of Joseph Nason & Co., of New York city, who were manufacturers of brass and iron steam, gas and water goods, and within a year was promoted to the management of the business.



Mr. Eaton's first visit to the oil regions of Pennsylvania was in 1861, as a representative of Joseph Nason & Co. in the sale of goods for use in drilling and operating oil wells. In 1867 he established the business of dealing in oil well supplies on his own account, and two years later he organized the firm of Eaton & Cole, which was afterwards merged into a corporation under the laws of Connecticut, known as the Eaton, Cole & Burnham Company, with its principal office in New York city. In 1878 the Oil Well Supply Company, Limited, was formed by the union of several concerns in a similar line of business, including the supply department of the Eaton, Cole & Burnham Company, and in 1891 the present corporation, organized under the laws of Pennsylvania, succeeded the limited corporation. Mr. Eaton was president and manager of all of these various concerns, and his career in manufacturing and selling oil well supplies is practically a history of the business.

In March, 1904, while on a trip around the world, Mr. Eaton was elected president of the Pittsburgh Chamber of Commerce, of which he was an active and influential member for nearly twenty years.

Mr. Eaton was a member of the Duquesne, Union, Civic and Country Clubs of Pittsburgh, the Engineers' Club of New York, and the Pennsylvania Society of the Sons of the American Revolution. He was also a thirty-second degree Mason.

Mr. Eaton was a man of commanding presence, standing over six feet in height, and of military bearing. He was eight years in the New York State militia, and served a short time in the Civil War. He was a man of pleasing personality and always genial and courteous. He was prompt and sagacious in business affairs, broad and liberal in his ideas, and had the courage of his convictions. His ability to select the best men for subordinate offices and to set them an example of industry in business affairs was a marked characteristic.

Mr. Eaton was married in 1863 to Margaret H. Collins, of Brooklyn, N. Y. They had two daughters—Mabel, wife of Rev. Frederick Ward Denys, formerly rector of St. Mary's Episcopal Church of Baltimore, Md., now residing in Washington, D. C., and Lulu, wife of Louis Brown of Pittsburgh, Pa., formerly treasurer of the Oil Well Supply Company, who has succeeded Mr. Eaton as president of the said corporation.



Alvin Curtis Spindler was born at Beallsville, Pittsburgh, was born in Pittsburgh, March 10, 1870.

**ALVIN
CURTIS
SPINDLER.**

son of William Riley Spindler and Elizabeth Colvin Spindler. Subsequent to his elementary education, Mr. Spindler secured a very liberal higher schooling. He entered Washington & Jefferson College and was graduated from that institution with the class of 1886. He attended the University of Michigan, from whose law school he was graduated in 1890. As a legal practitioner in Pittsburgh he has established for himself an enviable record. He has attained prominence in the great financial circles of the Smoky City, and is at present a director of the Columbia National Bank. He is also a clubman, retaining membership in the Duquesne Club of Pittsburgh. He has been prominently identified with many movements tending toward the best advancement of Pittsburgh's interests.

John A. Martin, alderman of the First ward of Pittsburgh, was born in Pittsburgh March 10, 1870.

**JOHN A.
MARTIN.**

He is the son of John Martin and Margaret Gallagher Martin. Mr. Martin was educated in the Hancock public school and was graduated from there and from Duff's Business College. He studied law in the office of Blakeley, McElroy & Smith for a year; was assistant agent at the Pennsylvania Railroad Station, and in 1896 was elected alderman, and has served continuously in that position ever since, having been re-elected three times. Mr. Martin is a Democrat in politics. He takes an active part in civic affairs, and is a member of the Catholic Mutual Benefit Society, the Independent Order of Heptasophs, the Ancient Order of Hibernians, the Knights of Equity and the Knights of Columbus.



Harvey A. Lowry, Pittsburgh Alderman, was born April 17, 1859, in Pittsburgh. His parents were James

**HARVEY A.
LOWRY.** Lowry, Jr., and Eliza Shore Lowry. He was educated in the Franklin public school and in Curry Institute. For 10 years Mr.

Lowry was employed as an engineer on the Panhandle railroad. He then became a deputy sheriff of Allegheny county. In 1890 he was elected to common council, representing the old Seventh ward, Pittsburgh; was re-elected for three succeeding terms, and was then elected sheriff of Allegheny county, serving three years. For one year Mr. Lowry was with the Pittsburgh and Allegheny Telephone Company, as manager of the right of way department. Since 1909 he has been Alderman of the new Eleventh ward, being appointed first by Gov. Pennypacker and elected in 1910. Mr. Lowry has been married twice; his first wife was Miss Clara White, who bore him five children; his present wife was Miss Amelia Mildred Fox.

HARRY WILLIAM CROFT.

Harry William Croft, president of the Harbison-Walker Refractories Company, was born in Allegheny county, Pennsylvania, December 12, 1865. His parents were William Croft and Abigail Jane Croft. After finishing the grammar grade in the old Sixth Ward public school, in Chartiers street, on the North Side of Pittsburgh, Mr. Croft attended the Iron City College, Pittsburgh, where he took a commercial course of study. When a boy of 15 years he secured a position as bookkeeper in the office of the Livingston Foundry Company, of Allegheny. After seven years, he was offered a better position with the Woodland Fire Brick Company, at Woodland, Clearfield county, Pa., a concern controlled by the Harbison-Walker interests.

Mr. Croft later became manager of the Woodland plant, and in 1898 was appointed general works manager in charge of the seven plants controlled by the Harbison-Walker interests at that time. The next year he was elected vice-president of the Harbison-Walker Company, and became general manager of all the company's interests.

Under Mr. Croft's management the business grew rapidly and steadily. But Mr. Croft not only knew the brick manufacturing business from beginning to end, but in addition he was skilled in the art of finance and organization. At that time there was pretty vigorous competition in the brick market, participated in by a number of manufacturing concerns. Mr. Croft, S. C. Walker, then president of the Harbison & Walker Company, and several others, determined to unite the most desirable of them at least into one large brick manufacturing corporation.

Within three years after he became vice-president of the Harbison-Walker Company a consolidation was effected between the Harbison-Walker Company and 11 other brick manufacturing concerns, the new organization being known as the Harbison-Walker Refractories Company. Mr. Croft was elected vice-president and general manager. He held this position until the death of S. C. Walker, whom he succeeded as president in 1907. The general offices are located in Pittsburgh.

Under Mr. Croft's management the Harbison-Walker interests have opened markets for their high grade bricks throughout the entire United States. Not content with this, they have invaded the markets of Canada and many countries in the old world, and now many thousands of bricks are shipped to all parts of the world. The products of the Harbison-Walker Refractories Company include bricks made of magnesite shipped from Austria, bricks made from chrome ore shipped from Greece, although, of course, the greater part of the output is of high grade fire bricks made from native fire clay and silica.

Mr. Croft was married in 1892 to Miss Augusta Graham. There are four children. Mr. Croft's amusement is golf, and he belongs to many organizations which maintain golf links, including the Country Club, Oakmont Country Club, Allegheny Country Club. He belongs to the Pittsburgh Athletic Association, the Duquesne Club and the Pittsburgh Club.



JOHN C. SCHMIDT.



Among the prominent manufacturers of Pennsylvania is John Charles Schmidt, of York, born March 14, 1859, at Carlisle, Pennsylvania, the son of Henry Danneman Schmidt and Mary Louisa Carson Schmidt. His family moved to York, Pa., where he was educated in private schools, and later at the Institute Rouscher, Stuttgart, Germany. In 1876 Mr. Schmidt entered the employment of the P. A. & S. Small Company in York. In 1881 he embarked in the chain manufacturing business in York. Mr. Schmidt was elected president at the organization of the new Standard Chain Company in 1900. He is president of the Schmidt & Ault Paper Company of York, a director of the York Water Company, the York Gas Company, the York Railways Company and the York National Bank. His clubs are: the Duquesne of Pittsburgh, the Pittsburgh Athletic Association, the Lafayette and the Country Club at York. April 17, 1890, he was married to Anna Maria Small.

ALBERT GRAHAM.

Albert Graham, president of the Graham Nut Company, was born in Chartiers township of Allegheny county, March 17, 1848, the son of John and Mary Bishop Graham. In 1864 Mr. Graham became bookkeeper for a lumber company, working for four years; then paymaster of the Eagle Rolling Mills of James Wood & Company, for an additional four years. From 1874 until 1881 he worked for a firm of contractors, and in 1881 entered the nut manufacturing business. Mr. Graham is president of the Graham Nut Company, president of the Crafton and Ingram Building and Loan Association, president of the Board of Trustees of the First Methodist Episcopal Church of Crafton, director in the West End Savings and Trust Company, director in the Crafton Trust Company and vice-president of the Crafton Athletic Association. He is a member of the Union Club, the Crafton Athletic Association and of the Thornburg Country Club.





ANDREW CARNEGIE

CARNEGIE STEEL COMPANY.



HENRY PHIPPS.

To the Carnegie Steel Company is due much, if not most of the credit attached to the development of the world's greatest enterprise—the steel industry.

The Carnegie Company, the work of Andrew Carnegie's brains, grew from practically nothing until it was one of the country's largest producers, weathering all kinds of misfortunes and disasters meantime.

It was in the days of the start of the steel industry in its rise to supremacy that Carnegie and his partners had to struggle along as best they could, taking advantage of every opportunity, making opportunities, and evading the rocks in the channel that often was shallow, narrow and treacherous.

Even residents of Pittsburgh, that city of steel, are, many of them, unfamiliar with the early struggles of the company, and its strange history. That as a four-partner concern Carnegie and his allies for three years made scarcely enough to keep the sheriff inactive

seems implausible now, when one looks over the figures of the Carnegie Company, chief unit in the United States Steel Corporation.

Carnegie took his first "flyer" in iron on May 2, 1864, when he purchased a one-sixth interest in the Iron City Forge Company, from Thomas N. Miller, for \$8,925. The other shareholders besides Miller, were Andrew Kloman and Henry Phipps. At the same time Carnegie organized the Keystone Bridge Company, floated its stock among his railroad magnate friends, and in four years paid for his stock out of the new company's profits. Later the Keystone Company, through Carnegie's diplomacy and railroad affiliation, became one of the most prosperous bridge builders in the country.

However, the forge company suffered from the reduced prices caused by the ending of the Civil War, and in the three years when expenses barely were made, Carnegie regretted entering upon such a "hazardous enterprise." Miller, the wealthiest partner, often had to ad-



HENRY CLAY FRICK.

CARNEGIE COMPANY.

vance money to pay the workmen, who sometimes were paid in grocery orders on a local store. Sometimes they pawned the pig iron to get ready money.

The enterprise did not look like a good prospect to Miller, and when he decided to drop out, in the midst of internal wrangling and labor troubles Carnegie purchased his stock for \$73,600. Thirty-four years later he sold it to the Steel Corporation for millions.

Between 1866 and 1872 the United States' total railroad mileage doubled and the iron men profited. Carnegie's chief asset, the friendship of railroad men, obtained for him many big contracts at profitable prices, and it was his selling abilities that put the company's balance on the right side of the ledger.

Henry Phipps' contribution to the partnership consisted of a master capacity for detail and the best efforts of an engineer of economies. He noticed the smallest waste or extravagance; he was plodding; he was energetic. The company at first was too poor to hire a book-



CHARLES SCHWAB.



WILLIAM ELLIS COREY.

keeper, so he kept the books himself. He did more to force the cost of production down than probably any other man. Also he could hold off an insistent banker better than any of his partners.

Andrew Kloman was the mechanical genius of the concern, and as such had no superior in his day, and his inventive turn of mind also was a big asset to the company. Tom Carnegie, the youngest of the partners, was popular and could convert friendship into cash.

Then Andrew Carnegie saw steel made by the Bessemer process, and a test of its serviceability. He withdrew his objections to the plans of his partners to branch into steel, and in the late sixties formed the firm of Carnegie, McCandless & Company, with David McCandless, wealthy Pittsburgh merchant, the chief partner to Carnegie. Other members were William Coleman, a former iron-rail manufacturer; Kloman, Phipps, William P. Shinn, Colonel Thomas A. Scott, David A. Stewart and Thomas Carnegie. Then the Edgar Thomson works were built and launched on its successful career, at Braddock, the scene of General Braddock's defeat by the French and Indians in 1755.

The efficiency of the organization once was pointed out by a friend in this fashion: "Shinn bossed the show; McCandless lent it dignity and standing; Phipps took in the pennies at the gate and kept the payroll down; Tom Carnegie kept everybody in a good humor, and Andy looked after the advertising and drove the bandwagon." It might be added that Andrew Carnegie organized the company, furnished more than one-third of the capital, buttressed it with wealthy friends and gained the largest and most profitable orders.

In 1881 the company was organized under the name of Carnegie Brothers & Co., with a capital of \$5,000,000, distributed among seven partners, the others having died or sold out their holdings. Andrew Carnegie led the list of stockholders with \$2,737,977.95. From that time on the company never failed to clear at least \$1,000,000 a year. In 1887, when the profit amounted to 69 per cent., the total gain was \$3,441,887.29. Most of this went to Andrew Carnegie, who had increased his holdings with the dwindling of the number of partners from seven to four.

In 1882 the Carnegie Company bought control of the Frick Company, and in 1889 H. C. Frick was made Carnegie's commander-in-chief. The Homestead plant was taken over and improved; the Duquesne works built by competitors and taken over. The name of the concern was changed to the Carnegie Steel Company, Ltd., and was a \$25,000,000 company in 1892. The Union railroad was built to connect the company plants. It paid for itself in a few months. Then ore mines in the Lake Superior region were acquired. The company then reorganized and rebuilt the Bessemer & Lake Erie railroad, built a fleet of ore ships, and the organization was complete. Both transactions were done by bond issue, without cash.

In 1899 there was the split between Carnegie and Frick, which finally was readjusted with the reorganization of the company with a capitalization of \$320,000,000, Frick retiring from the directorate, but continuing as a shareholder, with big holdings.

The climax in the company's history was in 1901, when it was absorbed by the United States Steel Corporation, at a price estimated at almost half a billion dollars. Owing to its size, however, the Carnegie Company retained its identity, and has a separate board of directors. The present officers of the Carnegie Steel Company are: Alva C. Dinkey, President; James H. Reed, Chairman Board of Directors; Wm. Whigham, John McLeod, W. R. Balsinger and L. H. Burnett, Assistants to the President; H. P. Bope, First Vice-President and General Manager of Sales; W. W. Blackburn, Second Vice-President and Secretary; James J. Campbell, Auditor and Assistant Secretary; W. C. McCausland, Treasurer; Wm. R. Conrad, Assistant Treasurer; MacGilvray Shiras, Ore Agent; L. C. Bihler, Traffic Manager.



Webster R. Balsinger was born in Pittsburgh, Pa., February 8, 1866. He is a son of D. S. and Lavenia (Riley) Balsinger. Mr. Balsinger was educated in the public schools of this city, and at the age of 13 went to work with the Carnegie Steel Company, first as an office boy at the Edgar Thomson plant at Braddock and afterwards in a clerical capacity. Mr. Balsinger served in that mill and at the Homestead Works in several clerical capacities until he was promoted to the city office as Engineer of Ordnance in 1897. He was made Assistant to the President of the company in 1905. Under his direction are the Armor Plate and Special Steel departments. Mr. Balsinger is a member of the Pittsburgh Athletic Association, the Duquesne Club, the Country Club, the Oakmont Country Club, the Americus Club; the Chevy Chase and Metropolitan Clubs of Washington, D. C.; the Pilgrims Society and the Naval Athletic Association. He is also a member of the American Iron and Steel Institute.

ALVA CLUMER DINKEY.

The history of steel, the industrial king, holds many romances. It is a romance itself, and there are stories almost unbelievable linked in the development of the greatest of industries.

Perhaps no more romantic a life story can be found in the annals of steel than that of Alva Clumer Dinkey, president of the Carnegie Steel Company.

Were a story to be written, incog., of his life, under the title, "From Water Boy to Steel Magnate in Twenty-Four Years," the readers would be unanimous in their verdict that it was fiction.

Yet A. C. Dinkey has done that very thing; he was elected president of the Carnegie Steel Company 24 years after entering the Carnegie service as a water boy. It is almost unbelievable, yet it is true. And that brief summary of what he has done reveals the real man, telling the story of ability, persistent application, brains, energy and ambition.

Alva Clumer Dinkey was born in Weatherly, Pa., on February 20, 1866, a son of Reuben and Mary Elizabeth Hamm Dinkey. His early education was gained in the Weatherly and Braddock public schools.

The boy's romance began on May 21, 1879, when he got a "job" at the Edgar Thomson Steel Works as a water boy. His first real rise was in 1885, when he was employed as a telegraph operator at the plant. A short time later he became a machinist at the Pittsburgh Locomotive Works, in old Allegheny, working there until 1888.

In 1889 Mr. Dinkey, then an expert machinist, worked for the McTighe Electric Company, in Pittsburgh. In the same year he became secretary to the superintendent of the Homestead Steel Works of the Carnegie Steel Company. He continued in this capacity until 1898, when he was advanced to the superintendency of the electric light and power plant, serving until 1899. In that year he was made assistant to the general superintendent. He became general superintendent in 1901, serving until 1903.

He attained his ambition and present position on August 1, 1903, when he was elected president of the company by the directorate, and has served in that capacity since.

During his work he became a member of the American Society of Electrical Engineers, the American Society of Mechanical Engineers, the American Institute of Mining Engineers, and the Engineers' Society of Western Pennsylvania. Also, he is a member of the Engineers' Club of New York City, as well as of The Pilgrims Society; and the Duquesne, Country and Union Clubs of Pittsburgh. In addition, he is a trustee of the Carnegie Institute and of the Carnegie Hero Fund Commission.

John McLeod was born May 30, 1855, at Wilmington, Del., the son of Alexander and Sarah A. McLeod, and was educated in the public schools of Wilmington, at a preparatory school there and at the Polytechnic College of Pennsylvania, graduating as a mechanical engineer in the class of '75. He entered the employ of the Edgemoore Iron Works, now part of the American Bridge Company, and then joined the forces of the Chicago, Milwaukee & St. Paul railroad in the engineering department. Subsequently, Mr. McLeod was identified with other roads, and in 1892 became assistant to the engineer of tests of the Carnegie Steel Company. He rose to the position above him and then was made assistant to the president of the company, becoming a partner in the business. He is one of the members of the famous Carnegie Veterans' Association. Mr. McLeod is married and has three sons.



L. H. BURNETT.



"Go West, young man, go West," was Horace Greeley's counsel to young men. The advice, however, did not appeal to L. H. Burnett, assistant to the president of the Carnegie Steel Company, who came East and made a success of himself. As the son of William R. and Mary C. Burnett, he was born in Springfield, Ohio, September 14, 1874, where, after leaving the public schools, he entered Kenyon Military Academy in 1889, and graduated from Kenyon College seven years later. After two years at the Columbia Law School, he came to Pittsburgh. He was admitted to practice at the Allegheny county bar in September, 1899, and for several years devoted his time to private practice. In 1901 he entered the law department of the Carnegie Steel Company. During his twelve years with the Carnegie Company he rose rapidly to the important position of assistant to the president. He is a member of the Pittsburgh Athletic Association, the Duquesne Club and Pittsburgh Country Club.

DAVID S. KENNEDY.

David Stewart Kennedy, superintendent of the structural mills of the Homestead works of the Carnegie Steel Company, was born in Youngstown, Ohio, February 15, 1862. He is the son of J. R. Kennedy and Mrs. Elizabeth Kennedy (nee Bird). Mr. Kennedy was educated in the public schools of Youngstown, and took a special course at the Poland Seminary at Poland, Ohio. He entered the furnace business at Hazelton, Ohio, and after he had familiarized himself with the trade he went to Struthers, Ohio. Then he became connected with the Isabella Furnace at Etna, and later with the Homestead Steel Works. He was elected a member of Council in Homestead. Later he served as Burgess of Munhall. Now he is one of Allegheny county's representatives in the State Legislature. Mr. Kennedy is also a director in the Monongahela Trust Company of Homestead; a director in the Homestead Lumber Company, and the secretary and treasurer of the Homestead Realty Company.



W. W. BLACKBURN.

In William Wallace Blackburn, second vice-president and secretary of the Carnegie Steel Company, there are embodied the two arguments, that by perseverance man can rise to heights of prominence, and that Pittsburgh is still one of the lands of uncommon opportunity. He came to Pittsburgh while still a young man and began work as a clerk for one of the Carnegie organizations.

Mr. Blackburn was born in Hollidaysburg, Pa., February 1, 1859. His father was Joseph H. Blackburn and his mother's maiden name was Miss Sarah J. McConell. When he was six years old the future Carnegie Steel Company official entered the public school of his native town, and there he received the foundation of such an education as he later gave himself by burning much midnight oil.

To work in an office seemed to be his particular desire from the time he left school, so after acquiring a knowledge of bookkeeping and accounting, he entered the offices of the Hollidaysburg Iron & Nail Company, where he remained two years. Later he decided to seek larger fields. He knew there was a growing demand for competent office help in the rapidly growing Pittsburgh, and so he went there. He obtained employment in the offices of Wilson, Walker & Co., operators of the Lower Union Mills. These mills, together with all of their equipment and some of their employes, were in the course of time taken over by the Carnegie Steel Company. Mr. Blackburn was one of those to be singled out to remain. He gradually rose in rank until he became the company's secretary and second vice-president.

Even though he has spent the greater part of his 54 years rising in his chosen work, Mr. Blackburn has found time to attend to many social duties and works of charity. He is a member of the Duquesne club, Union Club, University club, Country club and the Pittsburgh Athletic Association. He is also a trustee of the Children's Hospital. Mr. Blackburn lives at 205 Lexington avenue, Pittsburgh.

H. P. BOPE.

A prominent figure in the business life of the city of Pittsburgh is Colonel Henry P. Bope. His birth place was Lancaster, Fairfield county, Ohio. He is the son of Philip and Eliza A. Bope. His education was procured in the public schools, which training he amply supplemented by private study. In 1880 he became associated with Carnegie Brothers & Company and has remained with the Carnegie interests ever since. He is first vice-president and general manager of sales of the Carnegie Steel Company, and is a director in the same concern, in the United States Steel Products Company, and in the Colorado Yule Marble Company. He is Colonel of the Third Pennsylvania Regiment, United Boys Brigade, and Major and Ordnance officer of the National Guard of Pennsylvania. He is a member of the Duquesne, the University, the Country and the Americus Republican Clubs of Pittsburgh, the Pittsburgh Athletic Association and the Republican and Railroad Clubs of New York City.





Louis C. Bihler, born August 6, 1867, the son of Alois and Augusta A. Bihler, was educated in the Pittsburgh public schools. He held his first position with the Duquesne Engine works and from then until he succeeded George E. McCague as Traffic Manager of the Carnegie Steel Company and was also put in charge of the Eastern traffic department of the Universal Portland Cement Company, both of which positions he now holds, he occupied the following positions: chief clerk of the Erie railroad, contracting agent of the St. Louis Southwestern railroad and then general freight agent of the Carnegie Steel Company, where he was advanced to the position of Assistant Traffic Manager. He was advanced to his present position in the Carnegie Company January 1, 1904, and his position with the cement concern was added January 1, 1907. Mr. Bihler is a member of the Duquesne Club, Pittsburgh Country Club, Pittsburgh Athletic Association, the Railway Club of Pittsburgh and the Traffic Clubs of Pittsburgh, of Chicago, of New York and of Philadelphia. Every position Mr. Bihler has ever held from his boyhood days has always been a step forward.

Charles J. Graham is among the young business men of Pittsburgh who are ranked at the top. He is secretary of the Graham Nut Company of that city.

CHARLES J. GRAHAM. He was born in Pittsburgh March 13, 1878, the son of Albert Graham and Anna Belle Graham. His education was received at the public schools and the Pittsburgh Academy. Mr. Graham's first employment with the Graham Nut Company was in 1896 and it was in 1903 that he was made secretary. He is a director of the Graham Nut Company and also of the Davis Brake Beam Company of Johnstown, Pa. Mr. Graham has prominent social affiliations and is a member of the Pittsburgh Athletic Association, the Duquesne, Country, and Oakmont Country Clubs of Pittsburgh, of the Chicago Athletic Association and the Masonic Order. He is married and resides in the East End, Pittsburgh.



James John Campbell, auditor and assistant secretary of the Carnegie Steel Company, was born in Washington, D. C., December 6, 1865, the son of Joseph and Elizabeth J. (Gamble) Campbell. He was educated in the public school of his native city. After working as clerk in a grocery store, the auditor's office of the Pennsylvania Company, and for a planing mill and lumber company, he entered the service of the Carnegie Steel Company (then Carnegie Bros. & Co., Limited), on February 1, 1886, as clerk and stenographer to the purchasing agent; in 1888 he was transferred to the accounting department; was made assistant auditor in 1895, and was made a junior partner, auditor and assistant secretary in 1900. After the United States Steel Corporation acquired the Carnegie Steel Company he continued to hold the positions of auditor and assistant secretary of the last named company, and similar positions in several allied subsidiaries.

JAMES WHITE ANAWALT.

That it does not require colleges and universities to make a man succeed and grow extremely prosperous in life is exemplified in no man in Pittsburgh and vicinity more than in James White Anawalt, President of the Union Supply Company and the United Supply Company. Mr. Anawalt started life with only such an equipment as a common school education could give him, and at the time he attended school, public education was still crude and inadequate at its best. It was not exactly the log school house of New England poetic fame that Mr. Anawalt attended in his boyhood, but in its curriculum it was not much better. With what he learned there, however, Mr. Anawalt began life. He began work with one concern and has stuck to that concern ever since, elevating himself to its highest offices.

This president of two big business organizations in Pittsburgh was born in Lavansville, Somerset county, Pennsylvania, August 31, 1863. His parents, John and Mrs. Rachel Anawalt, were old-time residents of the community and were held in high respect. Learning what he could at neighborhood schools,



and further equipping himself by special study at night, at the age of sixteen he decided to enter life seriously. First, served an apprenticeship at his father's store. At the end of that time, he began the foundation of what subsequently turned out to be his life work.

At 23 years of age Mr. Anawalt entered the general offices of the Union Supply Company, at Scottdale, and for a year or more worked as a bookkeeper. Keeping books in those days was a profession for which a great deal of preparation was required. Expert accountants were not turned out in wholesale lots over night, and Mr. Anawalt was one of the best in the employ of the Union Company. Opportunity was at flood tide in those days, too, and five years after entering the employ of his concern he awoke one morning to find that his employers had appointed him to the position of superintendent in charge of the operating department. After serving six years more in this capacity, during which time he inaugurated many improvements in the policy of the company, he was rewarded for his perseverance and hard work by being made general superintendent. In 1903 he was elected to the vice-presidency of the company, and that happened about the time that several men prominent in business organized and set afloat the prosperous United Supply Company, a concern similar to the Union Supply Company, operating in West Virginia. Mr. Anawalt, now thoroughly familiar with the business, was prevailed upon to give his attention to the new concern, so he accepted the vicepresidency of that company also, and changed his headquarters to Pittsburgh, where the executive departments of both organizations are located. In 1906 he became president of both concerns.

Mr. Anawalt is a thirty-second degree Mason and a member of the Knights Templar. He is also an Elk and holds membership in numerous clubs and societies. He is a communicant of the Wilkinsburg Baptist Church, and is also the president of the board of trustees of that congregation.

ROBERT J. McKAY.



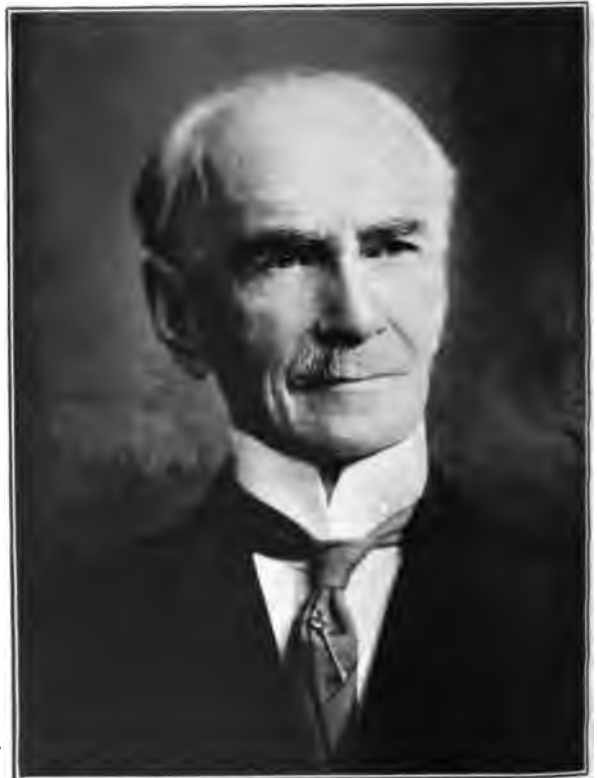
ROBERT J. M'KAY,
President, James McKay Company,
Pittsburgh.

W. H. CASSIDY.

The name of W. H. Cassidy has long been linked with successful business affairs in Pittsburgh. A native of that place, he is also a product of its public schools; he also received an academic education in that city.

Mr. Cassidy early became interested in banking, and he continued in this business with increasing success for sixteen years. Like many others of Pittsburgh's noted sons, he heard the call of steel; he then gave up banking and became an iron and steel manufacturer. His business interests in this line were indented with the South Side, Pittsburgh.

Success continued with him as a manufacturer. Mr. Cassidy was enabled to retire from active business in 1901. He retains a deep interest, however, in affairs.



I. WALTER JENKS.

When the full history of the steel and iron industry in America is written it will be found that not a few Englishmen, familiar with the business from youth, played an important part in its development. From the big steel centers of Great Britain emigrated many well informed individuals to whose knowledge can be attributed the foundation of what later became the great steel manufacturing center of the United States, namely Pittsburgh.

Not the least notable among these is I. Walter Jenks, one of the managers of the Carnegie Steel Company. Mr. Jenks is now in the fifty-sixth year of his age, but he is well and hearty, and what is more important still, he occupies no small place among steel and iron experts in this vicinity.

As the son of Joseph and Mary Ann Jenks, he first saw the light of day in the town of Wolverhampton, in England, May 9, 1858. Wolverhampton is one of the many smaller manufacturing cities in England, and the greater portion of its population earns its livelihood in the various industries there. Among these manufacturies was a small plant owned and operated by Mr.

Jenks' uncle, and there he went after leaving the public schools, to acquire what knowledge of the iron business he could. He was only thirteen years old when he left school and began to learn his trade, but he was strong for his age and, like other boys of his community, took readily to work in the steel mills.

In that small shop in Wolverhampton Mr. Jenks worked till he had passed his twenty-first year, and then he decided to come to the United States. Pittsburgh was then becoming famous as an iron and steel city, and the one intention and desire of Mr. Jenks was to go there and take advantage of some of the opportunities that others were rapidly becoming enriched by.

In 1880 Mr. Jenks came to America with a small amount of baggage and absolutely no friends nor companions. He knew where Pittsburgh was located, and he knew he wanted to get there, so he came to this region immediately after leaving the ship.

Once in Pittsburgh he sought a position and soon found one with the firm of William Cox, Sons & Co., at Lawrenceville. After a brief period there, he was offered and accepted a similar position with the La Belle Steel Works in Allegheny, then a separate municipality. There his worth as a manager became recognized, and although he was not given such a post by his employers, other operators, constantly scouting for men able to take charge of their several departments, sought him out. Next Mr. Jenks became manager of the American Steel Hoop Company, and in 1901 he took charge of the bar department of the Carnegie Steel Company, and that is the position he holds now.

Mr. Jenks is recognized among steel men as one having valuable knowledge of the industry. He holds a membership in the American Iron & Steel Institute and the Engineers' Society of Western Pennsylvania.





Edgar Webster Summers, the president of the Summers Steel Car Company, was born in Bellbrook, Greene county, Ohio, October 25, 1858.

EDGAR
WEBSTER
SUMMERS.

Since coming to Pittsburgh to engage in the manufacture of steel cars, he has been signally successful. He lives at 5848 Solway street, and has his offices in the Oliver building.

Mr. Summers is well connected socially, and holds membership in a large number of organizations, many of them being trade societies. He is a member of the Engineers' Society of Western Pennsylvania, the Railway Club of Pittsburgh, the Pittsburgh Athletic Association, the Wilksburg Automobile Club and the American Automobile Association.

Charles S. Belsterling, attorney, publicist and business man, was born May 31, 1874, in Philadelphia.

CHARLES S. BELSTERLING. His parents were William F. Belsterling and Ida (nee Sutterle) Belsterling. He is a graduate of the Philadelphia High School and was admitted to the bar. He became traffic manager for the American Bridge Company and he has held this position for many years. Mr. Belsterling is also a director of the Pencoyd & Philadelphia Railroad and the Wissahickon Bridge Company. He is a writer of authority on laws governing interstate commerce. He has written many articles printed in legal journals and traffic publications. Mr. Belsterling is a member of the Duquesne and Traffic Clubs of Pittsburgh, the Traffic Club of New York City, the Ralston Club, and the Masonic order; president of the board of trustees of Asbury Methodist Episcopal church, Pittsburgh, and a member of the faculty of LaSalle University, in Illinois.



John Winslow Hubbard was born December 18, 1865, being the son of Charles White and Cleo Jane

JOHN
WINSLOW
HUBBARD.

Hubbard, in Pittsburgh. The public schools first demanded his attention, after which he attended the Western University of Pennsylvania. In 1885 Mr. Hubbard was graduated from the Pennsylvania Military College. He at first entered business with Hubbard, Bakewell & Company, manufacturers of axes, shovels, saws and hoes. The firm was later changed to Hubbard & Company, with which concern Mr. Hubbard has been associated ever since. He is now its president. He is president of the National Bolt & Nut Company, the Pittsburgh Ice Company, the Hubbard Steel Company and the Mississippi Navigation Company. His club affiliations embrace the Duquesne Club, the Pittsburgh Athletic Association and the Pittsburgh Country Club, the Old Club of Detroit and the Chicago Yacht Club. He resides in Pittsburgh.

HOMER D. WILLIAMS.

Homer D. Williams was born in Johnstown, Pa., August 19, 1863. His parents were James and Jane (nee Hamilton) Williams. He attended the public schools until 1880, in which year he was employed as carbon boy in the laboratory of the Cambria Iron Company.

He remained there five years, becoming assistant chemist, and left there to take a special course in chemistry and metallurgy at Lehigh University, Bethlehem, Pa.

After completing this course he was employed for two years as chemist at the Colby mine, Bessemer, Mich.

For five years he was with the Colorado Fuel and Iron Co., Pueblo, Colo., first as chief chemist and later as night superintendent of the steel works, two years as superintendent of the rail finishing department of the Maryland Steel Company, Sparrow's Point, Md., leaving there to take charge of the Bessemer department of the Homestead Steel Works.

Shortly after he was promoted to assistant general superintendent of that plant, and in 1903 was made general superintendent of the Duquesne Steel Works and Blast Furnaces of the Carnegie Steel Company, which position he now holds.

Mr. Williams is a member of the Duquesne club, the University club, the Pittsburgh Athletic association, the Country club, the Press club and the German club, in Pittsburgh.



George E. McCague, of Pittsburgh, was born November 16, 1857, in Lawrence county, Pa. His parents were Robert McCague and Jane (nee Harkle) McCague. In 1884 he was appointed general agent of the New York Central Railroad Company for the Pittsburgh district. He became traffic manager for the Carnegie Steel Company in 1891 and held the position until 1904. During this time he was general manager of the Union Railroad, and a director of the Bessemer & Lake Erie Railroad Company. Mr. McCague retired January 1, 1904. Subsequently he was elected a director of the Philadelphia Company and of many banks. He founded the Sewickley Valley Hospital in 1911 and was its first president. He belongs to the Duquesne, Oakmont, Allegheny Country, Edgeworth and other clubs. He was married in 1887 to Miss Georgie Marie Smith. There are three children.



Charles Richard Bryson, president and general manager of the Electro Steel Company, was born in Pittsburgh, Pa. He is the son of Isabel Cuddy Bryson and Charles Houston Bryson.

CHARLES
RICHARD
BRYSON.

Mr. Bryson was educated in the common schools of Pittsburgh. After leaving school he began work as an apprentice boy in the steel mills of Pittsburgh. This was in 1880. He worked in the mills many years and successfully filled all positions of trust or importance through which he was advanced. He became General Superintendent of Works 1903, Manager of Sales 1906, was admitted to the firm 1910, and attained his present position in 1911. Mr. Bryson is a member of the Pittsburgh Chamber of Commerce, the Press Club, Pittsburgh Athletic Association, the Stanton Heights Golf Club, the Independent Order of Odd Fellows, the Automobile Club and the Second Presbyterian Church.

The son of Culbertson and Susan Sherrard Orr, Robert S. Orr was born in Clarion county, October 14, 1867.

ROBERT
S. ORR.

He received his education in the public schools of his native county and then attended Washington & Jefferson college, at Washington, Pa., from which institution he was graduated with the class of 1891. After leaving college he became principal of the ninth ward school, North Side, Pittsburgh, for a time. Mr. Orr then entered the service of the Allegheny County Light Company, in February, 1904, as general contracting agent. He became general superintendent and later general manager of the company, now the Duquesne Light Company. Mr. Orr was President of the Pennsylvania Electric Association for 1912, and is a member of the executive committee of the National Electric Light Association. He is a member of the University Club of Pittsburgh, Pittsburgh Athletic Association, and a director of the Ohio Valley Bank. He married Miss Beryl Riggs, of Pittsburgh, October 23, 1912.



Cecil Glenwood Rice was born at Harrisville, W. Va., November 15, 1878, the son of A. O. and Harriet Rice.

CECIL GLEN-
WOOD RICE.

He attended the schools of Fairmont, W. Va., and the Fairmont State Normal School, afterwards entering the University of West Virginia, at Morgantown. He later studied law at the offices of his uncle, the late Senator R. E. Fast, and his brother-in-law, W. W. Scott. During this period Mr. Rice was engaged in special newspaper work. In 1898 he went to Parkersburg, W. Va., as city editor of the Parkersburg Daily News. In 1900, he came to Pittsburgh, where he engaged in newspaper work for several years, later being employed in special work for the City of Pittsburgh with the title and authority of a city detective. Mr. Rice for a time was Credit Manager of the Colonial Trust Company, also being a member of the Pittsburgh Stock Exchange. In July 1909, he was appointed Superintendent Claim Department of the Pittsburgh Railways Company, the Allegheny Light Co. and the Beaver Valley Traction Co.

AMBROSE NEVIN DIEHL.

Whoever knows anything about the steel and iron industry knows that chemists alone are responsible for the production of various grades of metal. Through work in the laboratories mechanical engineers have been aided as nothing else could aid them, and the engineers in turn have saved their employers millions that they would have invariably lost without them and their work.

This much in the way of introduction. Now for the biography, or to be more exact, such small part of it as this space will allow, of a chemist who came to Pittsburgh to work in the laboratories of the most important industries in and around Pittsburgh and who made a success of himself and his work.

That individual is Ambrose Nevin Diehl, superintendent of the blast furnaces of the Duquesne Works of the Carnegie Steel Company, and a director in the Duquesne Trust Company, at Duquesne. Mr. Diehl comes from old York county stock, for his parents, Andrew K. Diehl and Sarah L. Diehl, and their ancestors, lived in that section for many years. The present Pittsburgher was born in the historic old city of York, October 20, 1876, and after a course in the public schools he entered York Collegiate Institute and graduated there in 1894. Immediately thereafter he entered the class of '98 of the Pennsylvania State College, and after a four-year course of study left that institution a full-fledged chemist.

For the sake of obtaining something in the way of practical knowledge of the science of chemistry, and partly because the State needed somebody to fill a vacancy, Mr. Diehl applied for and obtained the position of assistant chemist in the State Experimental Station. He began work there as soon as he got his sheepskin at the State College, where the experimental station is located, but he remained there only one year.

In 1899 the Duquesne Steel Works and Blast Furnaces claimed him and he has been there ever since. For the first year there he worked in the laboratory. During that year he showed such marked familiarity with the steel industry that he was made assistant superintendent in the blast furnace. In twelve months time he outgrew that position, too, and then he was given charge of the entire department. Mr. Diehl is a member of the University Club of Pittsburgh, the American Institute of Mining Engineers, the Engineers' Society of Western Pennsylvania and the American Iron and Steel Institute.





Alexander Scott McQueen, coal man and railroad expert, was born in Ontario, Canada, April 18, 1879.

**ALEXANDER
SCOTT
M'QUEEN.**

After graduating from a college in Ontario he engaged in the coal business in Elmira, N. Y., in 1900. The next year he went to New York city to accept a position with the Fairmont Coal Mining Company which was afterwards merged with the Consolidation Coal Company. In a short time he resigned to become sales manager for the Island Creek Coal Sales Company at New York. In 1910 he left this concern to accept a better position with B. Nicoll & Company, of New York. In 1912 he came to Pittsburgh as sales manager in the Pittsburgh district for B. Nicoll & Company, which is the selling agent for the Pittsburgh Terminal Railroad and Coal Company. Mr. McQueen belongs to the Union Club, the Pittsburgh Athletic Association, the Pittsburgh Country Club, the Canadian Society of New York and the Traffic Clubs of Pittsburgh and Buffalo.

Harry Howard Patterson, dealer in coal lands and expert corporation attorney, was born in Beaver Falls, December 13, 1874. His parents were

**HARRY
HOWARD
PATTERSON.**

Samuel R. Patterson and Jane (nee Stewart) Patterson. He had his preliminary training in the public schools, graduated from Geneva College in 1892, and the University of Michigan, law department, in 1894. In 1896 he was admitted to the Allegheny county bar and for 10 years followed his profession, making a specialty of corporation law. He then took up the business of handling coal lands, which now occupies his entire time. The title to millions of dollars of coal property has passed through Mr. Patterson's hands since he has taken up this work. Mr. Patterson belongs to the Delta Chi Fraternity, the Duquesne Club of Pittsburgh, the Pittsburgh Athletic Association and the Beaver Valley Country Club. He married Helen Virginia Corbus, of Beaver Falls, and they have two children.



Benjamin S. Hammill was born in Preston, Ontario, Canada, on October 4, 1865. His parents are Thomas

**BENJAMIN
S. HAMMILL.**

and Jane Hammill. He was educated in the public schools and went to work when he was 14. In 1899 Mr. Hammill went into the coal business, as salesman with the Henderson Coal Company of Pittsburgh; he then took a position in charge of the Marine Coal Company, and in 1905 Mr. Hammill was made General Manager of Sales of the Monongahela Consolidated Coal and Coke Company. His next position was with the Pittsburgh Terminal Railroad and Coal Company as sales manager, in 1909. In 1912 he went into the business for himself, becoming president of the B. S. Hammill Coal Company, Inc. He was also elected president of the Meadow Lands Coal Company. Mr. Hammill actively manages both of these companies.

EDWARD J. HAMILTON.

While it is true that no industry has been so conducive to making millionaires as the steel industry, none of those who succeeded in raising themselves from the ranks became prominent in the industry without hard work. Much midnight oil was burned by those who rose in later life. Naturally, when such men changed their positions they always improved their condition with each change. In the steel trades the men in the mills and the men in the offices have equal chances, for opportunities abound on every hand and he who is ready when those opportunities present themselves is the man to be pushed ahead.

Such a man is Edward J. Hamilton, now, after 32 years in the steel business, the assistant general superintendent of the Duquesne Steel Works of the Carnegie Steel Company. He was no more than 14 years old when he began to work in the steel mills, and by applying himself diligently to his tasks, year in and year out, he loomed ahead of many another man less diligent than himself.

Mr. Hamilton was born in Johnstown, Pa., the city that much later experienced the misfortune that attached to it the appellation of the "Flood City."

There, in the public schools, including the high school, Mr. Hamilton received the foundation of his education, but he had not yet been out of school when he worked at frequent intervals in the well-known Cambria Steel Works of Johnstown. It was in November, 1881, when he was 14 years old, that he began to earn his way in the mills of the Cambria Company. He remained there for six years, and in 1887 he accepted a more lucrative position with the Lorraine Steel Company at Johnstown, and he was there when the devastating floods that made reading matter for years swept that thriving town. Mills and dwelling houses alike were destroyed, or at least rendered temporarily useless, and those who survived the floods found homes elsewhere.

Four months after the flood had passed into history Mr. Hamilton began life all over again with the Carnegie Steel Company, and was put to work at the Edgar Thomson Steel Works. He remained there till July 15, 1892, when he was transferred to the Homestead plant of the same concern. After spending five years there he was singled out from among a number of possibilities and sent to the Duquesne works as assistant general superintendent. He has been there and working in that capacity ever since.

While working his way upward in the steel business Mr. Hamilton associated himself with the Duquesne Trust Company, of which he is the first vice-president now. He also occupies the vice-presidency of the Carnegie Library at Duquesne. Mr. Hamilton has given comparatively little attention to fraternal and social matters, but he holds a membership in the Pittsburgh Athletic Club, the Country Club and the German Club of Pittsburgh.





George W. Theiss, director in the Pittsburgh Coal Company and one of the organizers of the Monongahela River Consolidated Coal & Coke Company, was born at Sardis, Monroe county, Ohio, February 3, 1857, the son of George Theiss and Elizabeth Barbara Fuchs Theiss. Mr. Theiss came to Pittsburgh 15 years ago and became partner in the firm of C. Jutte & Company, engaged in mining and transporting coal. He took an active part in the organization of the Monongahela River Consolidated Coal & Coke Company, and was director, secretary and president until January, 1912. He is a director of the Duquesne National Bank, of the Pittsburgh Coal Company and a member of the Chamber of Commerce. Mr. Theiss is a member of Masonic fraternities; a member of the Bellefield Presbyterian Church and the Duquesne Club.

William Y. Humphreys, president of the Bessemer Coke Company, with offices in the Oliver building, Pittsburgh, is descended from old English Crusader stock. On his father's side, his family played no small part in American history, and his great-grandfather, Colonel George Humphreys, bore an honorable part in the first battle of the American Revolution at Concord.

Mr. Humphreys was born in St. Louis, Mo., May 8, 1861, where his father, George D. Humphreys, had successfully launched the first glass industry west of the Mississippi. After finishing his education in the public and private schools, he came to Pittsburgh in 1887, and organized the firm of Humphreys, Griffin & Co., iron brokers. In 1896 he organized the Bessemer Coke Company, and a year later organized the Empire Coke Company. These organizations, together with the Columbia Coke Company, the Duquesne & Millboro Coke Company and several minor concerns, were merged into the present Bessemer Coke Company in 1904. He has been president of this large concern ever since.

With the gigantic merger, the Bessemer Coke Company has extended its operations over a wide area of territory. At present the concern owns five mines in the Connellsville region and one in West Virginia, and is the second largest independent coke producer in the Connellsville region. Throughout the year it keeps 1,061 coke ovens in operation and employs about 1,200 men.

Reed Fairman Blair, the son of John K. Blair (of the original firm of Boggs, Blair & Buhl) and Julia A.

(Fairman) Blair, was born in Allegheny City, Pennsylvania, October 10, 1868. He attended the public schools of his native city then learned telegraphy, and later was private telegraph operator for Thos. M. Carnegie, chairman of Carnegie Bros. & Company, Limited. His next position was assistant cashier with the same company; later, private secretary to William L. Abbott, chairman of Carnegie, Phipps & Company, Limited. He left the Carnegie interests in 1894, and entered the iron and steel brokerage business, under the firm name of Reed F. Blair & Company, with present offices in the Frick building. He is a director in the Marshall Foundry Company. He is a thirty-second degree Mason. He married April 7, 1892, Miss Jane Brackenridge Adams, of Franklin, Pa.



WILLIAM BACON SCHILLER.

William Bacon Schiller, president of the National Tube Company, was born in Pittsburgh July 7, 1859, the son of John G. Schiller and Ann J. (Queen) Schiller.



When a child Mr. Schiller was taken to Youngstown, Ohio, to live. He was educated in the public schools of that city. In 1876 Mr. Schiller began work as an office boy for R. W. Hitchcock & Company, Youngstown, Ohio. His career was marked by a series of advancements. From office boy he worked as clerk in a bank and did every kind of work in the banking establishment. He has a complete knowledge of every line of industry connected with his manufacturing interests.

In 1880 Mr. Schiller became a clerk in the Second National Bank of Youngstown. In 1883 he became bookkeeper for the Brier Hill Iron & Coal Company, and after three months' service was promoted to the secretaryship of the same company.

In 1886 he was made treasurer and general manager of the Youngstown Coke Company and of the Bessemer Limestone Company, leaving this work and coming to Pittsburgh in August, 1889, as general manager of the Monongahela Furnace Company.

Mr. Schiller held this position three years, when he became manager of the Blast Furnaces and Steel Works, which position he held until 1892. When the National Tube Company was organized Mr. Schiller became manager of all the works at McKeesport, Pa.

The National Tube Works are the largest tubing supplies factories in the Pittsburgh district. About 8,000 men are employed in the mills at McKeesport alone. The National Tube Company has much to do with the improvements and innovations that have been made in the manufacture of tubular goods. The organization has been so successful in its experiments that today, as a consequence, it is the leader in the world's production, not only in quality and variety, but in quantity.

Besides the McKeesport plants other up-to-date plants operated by the National Tube Company are : Lorain Works, Lorain, Ohio; Kewanee Works, Kewanee, Illinois; Syracuse Works, Syracuse, New York; Riverside Works, Wheeling, W. Va.; Pennsylvania Works and Continental Works, Pittsburgh, Pa.

Of this corporation Mr. Schiller became a director and vice-president in 1900 and president in 1902.

Mr. Schiller is an enthusiastic welfare worker and has been instrumental in installing many sanitary and safety devices in the company's mills in McKeesport and other cities. He planned and installed the swimming pool at McKeesport, encouraged and aided in the inauguration of summer playgrounds in that place and elsewhere, and was a member of a committee of the United States Steel Corporation which met and deliberated on the six-day working schedule for employes. This committee finally was instrumental in passing a rule for the corporation and all subsidiary companies to prohibit work of employes for more than six days a week.

Mr. Schiller is a member of the Duquesne, Pittsburgh, Union and Pittsburgh Golf Clubs of Pittsburgh, and of the Allegheny Country Club of Sewickley, Pa. He is a director of the Kingsley Home Association. At the present time he is building a magnificent home on Sewickley Heights. His town residence is at 5075 Forbes street.

THOMAS McCAFFREY.



The Commonwealth of Pennsylvania leads all the States of the Union in coal and coke industrial activities and naturally numbers among her citizens some of the biggest men in these undertakings. Among these coke promoters of prominence is Thomas McCaffrey, of Brier Hill, Pa. Mr. McCaffrey was born in Niles, Ohio, April 4, 1874, being the son of Manus and Ann McCaffrey. In the public schools he received the ground work for his busy career. When he finished his schooling he became identified with the Brier Hill Iron & Coal Company, Youngstown, O., at the age of 16 years. He worked at the furnace for 10 years. Mr. McCaffrey then became identified with the Brier Hill Coke Company, and now for 10 years has been secretary, and for six years secretary and manager of that big concern. He is a member of the Duquesne Club in Pittsburgh. His views of the coke industry are thoroughly practical and he has met with unusual success in that business.

B. F. OVERHOLT.

Benjamin Franklin Overholt, coal and coke operator, was born in West Overton, Pa., the son of Henry S. Overholt and Abigail C. Overholt. He is an expert on the mining of coal and the production of coke. He is president of the Cambria Fuel Company, Cambria, Wyoming, and of the Overholt Coal & Coke Company; director in the following: Grafton Fuel Company, the Western Maryland Coal Company, the National Coal Company, the Scottdale Savings & Trust Company, the Donohoe Coke Company, the Western Coal & Coke Company, the Wilbur Coal & Coke Company, the United States Cast Iron Pipe & Foundry Company, the Valley Coal & Coke Company, the Ridgway Machine Company, the Scottdale Foundry & Machine Company, the Ridgway *Advocate*, the Scottdale *Independent*, and the Thompson Coal & Coke Company. He is a member of the Duquesne Club of Pittsburgh, the Pike Run Country Club, the Pittsburgh Athletic Association and the Marion Hall Association.



TAYLOR ALLDERDICE.

Identified with a number of Pittsburgh's most prominent financial and philanthropic institutions, Taylor Allderdice has reached an enviable position in the esteem of his fellow citizens in Western Pennsylvania.

Of sterling character and superior mental powers, Mr. Allderdice is recognized as possessing unusual qualifications for any private or public task which may arise before him from time to time. His participation in various affairs in the past only has served to emphasize his remarkable attainments and to draw added attention to the high value of his services.

Mr. Allderdice was born in Philadelphia, March 1, 1863, the son of James and Mary Allderdice. His earlier education was had in the public schools of the Quaker City and then the ambitious young man began his life's work with the Centennial National Bank, of Philadelphia, where the excellence of his work speedily was recognized. Seeking other and better opportunities, the young man came west and entered the Homestead plant of the Pittsburgh Bessemer Steel Company, which concern later was absorbed by the Carnegie Steel Company. Here Mr. Allderdice devoted



that amount of intelligence and perseverance to his work which have been the cause of his rapid and substantial advancement through the years that have followed.

In a short time after the beginning of his employment with the Pittsburgh-Bessemer Company, Mr. Allderdice was elevated to the position of superintendent at the plant. He continued his tireless work and as a reward for these services was made superintendent of the Pottsville Iron & Steel Company, at Pottsville, Pa. But Mr. Allderdice was destined to progress to greater things, and accordingly he was next seen at the National Tube Works Company, as it was called at that time, as a superintendent.

Today Mr. Allderdice is third vice-president of the National Tube Company, and popularly liked by all those with whom he has occasion to come in contact.

Along with his advancement and activity in the world of manufacturing, Mr. Allderdice has become identified with a number of other interests which are considerably diversified in character. Among other things, he is a director of the South Side Trust Company, and has become recognized as a man of high influence in affairs of a financial character.

Mr. Allderdice bears proof of the esteem in which the public holds him, in that he is a member of the Board of Education of Pittsburgh and vice-president of that body. He has appeared at various times in positions affecting the public conduct of affairs with the greatest possible amount of credit to himself. Since his residence in Pittsburgh, he has been connected prominently in club circles, and has been a familiar figure in the city's higher social life.

The best evidence of Mr. Allderdice's unusual success since coming to Pittsburgh to live has been the large number of friends he has made.

JOHN M. JAMISON.



John M. Jamison, president of the Jamison Coal & Coke Company, is the son of Robert S. Jamison and Mrs. Caroline Jamison, whose maiden name was Wible, and was born in Westmoreland county, Pa., March 3, 1864. After preparing himself for a college career he entered Princeton University, and after his graduation there he was admitted to the practice of law in the courts of Westmoreland county. Recently he served a term in the Pennsylvania State Senate.

In 1892 he and his associates organized the Jamison Coal & Coke Company and of which he became the secretary and treasurer. In 1903 he was elected to the presidency of the company and has held that office ever since.

A. C. STICKEL.

The success of August Charles Stickel indicates what ambition can accomplish on a small beginning. Mr. Stickel was born at Mill Run, Fayette county, March 7, 1880, the son of August and Catherine Stickel. His early education was received in the Mill Run school, his subsequent training being received in the commercial career to which he devoted his attention. Mr. Stickel started work early, being employed in the grocery business and then as a street car conductor. Less than 10 years ago, he borrowed a small amount of money and started a coal venture at Evans Station, the concern being known as the Superba Coal Company. Eight years ago, he entered the lumber business. Today Mr. Stickel is head of the Evans Coal & Coke Company, treasurer of the Connellsville Coal & Coke Company, treasurer of the Stickel & Stickel Lumber Company, treasurer of the Ligonier Lumber Company, president of the Stewrton Lumber Company and identified with other highly successful interests. He resides in Connellsville.



WALLACE HURTTE ROWE.

Wallace Hurtte Rowe, President of the Pittsburgh Steel Company and actively interested in many other business enterprises, was born in St. Louis, Missouri, February 15, 1861. His parents were Judge Joseph Rowe and Margaret (nee Boyce) Rowe. He was educated in private schools and colleges of Missouri.

Mr. Rowe, even as a boy, showed great aptitude for business and during his school days was ever anxious to get into active business life. When only 22 years old he secured a position with a firm in St. Louis, engaged in the manufacture of wire, and ever since his chief occupation has been the manufacture of wire and other iron and steel products. Seeing little future in St. Louis for the iron and steel business, Mr. Rowe, with former associates, came to Western Pennsylvania in search of a better location for a wire plant. After considerable investigation, they decided upon the Pittsburgh district and organized the Braddock Wire Company. Mr. Rowe became treasurer and general manager of the new company. The construction and organization of a steel plant, a difficult task for even an experienced business man, was entrusted to the young general manager.



Notwithstanding his youth and inexperience, Mr. Rowe soon had a prosperous plant in operation at Rankin.

His work was so satisfactory that when the Braddock Wire Company was merged with other companies into the Consolidated Steel and Wire Company, of Chicago, in 1892, Mr. Rowe was placed in charge of all Pennsylvania interests of the larger corporation.

At that time Mr. Rowe believed that the best interests of the steel industry lay in close co-operation among the different manufacturers, and he was active in the organization of the American Steel & Wire Company, with which the Consolidated Steel & Wire Company was merged. In 1901 the American Steel & Wire Company was absorbed by the United States Steel Corporation. Mr. Rowe remained for a short period with the new corporation, and lent his best energies to promoting the corporation's interests. However, he at last resigned and disposed of his holdings.

With his usual energy Mr. Rowe at once undertook the organization of another company for the manufacture of iron and steel products. The result of his efforts was the Pittsburgh Steel Company, of which he was elected president. Not content with one line of activity, Mr. Rowe has interested himself in other enterprises and has met with a large measure of success in all of them. He is president of the Pittsburgh Steel Products Company, vice-president of the Pittsburgh Ice Company and director of the Duquesne National Bank. Mr. Rowe is a member of the Duquesne, University, Pittsburgh Golf and Allegheny Country Clubs of Pittsburgh. He has always taken an interest in clean sports and is a member of the Pittsburgh Athletic Association. Few men have taken more interest in promoting the general welfare of Pittsburgh than Mr. Rowe, and few men have stuck as consistently to one line of business.

JOHN W. BOILEAU.



John Wesley Boileau, consulting engineer and coal expert, was born October 27, 1873, in Athens county, Ohio. His father was George H. Boileau and his mother Hannah (nee Gibbons) Boileau. He was educated in the public schools of Morgan county, O. For the most part, however, he is a self-educated man, being a keen observer along both scientific and practical lines. In 1892 he secured a position in a store as a clerk. Next he became a teacher and later a principal in the schools of Westmoreland county. In 1895 he took up engineering and contracting work. From 1897 onward he has specialized in the handling of coal lands. His office resources arranged for service in the Park building, Pittsburgh, include an extensive library, maps, charts, samples of coal and coke from the various fields and geological data from which estimates and reports may be compiled showing the possibilities, extent and value of the coal fields of Ohio, Pennsylvania, West Virginia, Kentucky and other States.

O. W. KENNEDY.

O. W. Kennedy, recently deceased, banker and promoter of Uniontown, Pa., was born August 20, 1854, at Kennedy's Mills, a village in Lawrence county. He was educated in the public schools and then began an apprenticeship in the milling trade, at which he worked for a time. Then, in 1874, he went to Pittsburgh, Pa., as a clerk in the freight department of the Pennsylvania Railroad Company. Although he rose very rapidly, he resigned in 1899 to enter the offices of the Frick Company. For them he went to Scottdale, and in 1895 to Uniontown. When H. C. Frick resigned the presidency of the company in 1897 a move upward was made, and Mr. Kennedy was made general manager. Later he resigned, and became the president of the Fayette Title & Trust Company and general manager and director of the Orient Coke Company, Uniontown. He held these positions at the time of his death. He was a thirty-second degree Mason.



STEWART ARCHIBALD DAVIS.

Some ten miles west of the begrimed old industrial town of Apollo, and about 40 miles from Pittsburgh, there has of late years sprung up a community known on the postal and railroad map as Vandergrift. Its population is about 12,000, and those that live there are harbored in comfortable dwellings, fitted out with all the modern sanitary conveniences, and supplied with gardens in which they raise their own table truck. There are no saloons in Vandergrift because, when the town was founded, it was the desire of its founders to remove from it and its people, as far as possible, those practices that are usually regarded as the prime cause of a toiler's poverty. Vandergrift is regarded as a model town for workmen.

The little community has grown considerably since it was established for the employes of the American Sheet Steel Company, of Apollo, that earlier had absorbed the Apollo Iron & Steel Company and was later merged with the American Tin Plate Company and at last made a part of the United States Steel Corporation.

One individual who had no small part in the making of Vandergrift was Stewart Archibald Davis, now the first vice-president of the American Sheet & Tin Plate Company, who began work in a humble capacity away back in the 80's, and by slow stages since then succeeded in working his way to the front. Mr. Davis is one of the best known steel men in the country at the present time. His offices are in the Frick building, Pittsburgh. His residence address is the Bellefield Dwellings, Pittsburgh.

Mr. Davis is a native of Indiana county, or, to be more precise, Blairsville, where he was born July 21, 1867. His father and mother, Stewart Davis and Mrs. Amanda J. Davis, whose family name was De Vinney, sent him to the public schools of Blairsville, where Mr. Davis received his early education, and when he left school he sought and found employment with the Pennsylvania Railroad Company. That was in 1884, and he remained there four years. Upon leaving the railroad company he decided that the steel business promised him a better future, and so he entered the clerical department of the Apollo Iron & Steel Company, of Apollo, Pa. He has been with that company and its successors ever since, elevating himself gradually to his present high position. In the course of time the American Sheet Steel Company took over the Apollo concern, and for the reason that the business of the company had outgrown its old quarters, the shop was moved to Vandergrift, where the model town of its employes was founded at the same time.

The company merged with the American Tin Plate Company and the firm became the American Sheet & Tin Plate Company. Mr. Davis was made district manager.

In the early 90s the American Sheet & Tin Plate Companies consolidated with the United States Steel Corporation, and since then Mr. Davis has successively been assistant to the vice-president, then the second vice-president, and afterward was given the first vice-presidency of the company.

Mr. Davis is a member of the Engineers' Society of Western Pennsylvania, the American Institute of Mining Engineers and the American Electro-Chemical Society. He is also a member of the Duquesne Club of Pittsburgh.





John R. Byrne, coal miner, newspaper publisher and business man, was born April 23, 1858, at Barnettstown, Huntingdon county, Pa. His parents were John L. Byrne and Mary Byrne. After attending the public schools Mr. Byrne went to work in a coal mine at the age of 14 years. In 1874 he moved to Fayette county, Pa., and in 1881 quit the mines. A year later he established the *Scottdale Independent*, a weekly newspaper. Still later he organized the News Publishing Company, of Uniontown, and took over the *Standard*, now the *News-Standard*. For three years he conducted a shoe store in Scottdale, Pa. He organized the Ever-son & Bradford Street Railway Company, now part of the West Penn lines. He organized the Webster, Monessen, Bellevernon & Fayette City Street Railway Company and built the road. Mr. Byrne is vice-president of the Broadway National Bank of Scottdale, and treasurer for the Connellsville Mutual Coke Company and the Byrne Coal & Coke Company. He served for one term as member of the Pennsylvania State Legislature. He is married and has 12 children.

Harry W. Byrne, attorney-at-law, of Uniontown, Pa., was born at Everson, Fayette county, the son of Mr. and Mrs. John R. Byrne. After attending the public schools, Harry W. Byrne entered St. Vincent College at Beatty, Pa. Then followed the Ohio Northern University, at Ada, Ohio, and in 1903 he was graduated from the University of Michigan, at Ann Arbor, with the degree of bachelor of laws. Mr. Byrne was admitted to practice law in the courts of Fayette county, and now is a member of the firm of Byrne & Byrne, at Uniontown. He is a director in the Byrne Coal & Coke Company.



Percy E. Hunter, mechanical and civil engineer, is a graduate of Allegheny high school and the Western University of Pennsylvania. He is president of the Independent Bridge Company, National Manufacturing Company, National Erecting Company and a director of the Manchester Savings Bank and Trust Company, interests that are located on the North Side of Pittsburgh.

ROBERT PAUL BURGAN.

While the Civil War was nearing its end, and post-bellum opportunities were presenting themselves on every hand, there came to this country, from different parts of Europe, artisans and others who, in the course of time, accumulated vast riches and made themselves notable in the communities in which they settled. Many large cities in the country have among the best part of their population men and women who flocked here as soon as hostilities were ended, to help in the work of restoring the business of the country to its previous prosperous condition.

Among those who came about that time, and who used his trade as an entering wedge, was Robert Paul Burgan, banker and coal operator. He came to the United States in 1864.

As the son of Daniel and Elizabeth (Paul) Burgan, he was born in Cornwall, England, June 23, 1842. He received most of his education at the Baldin National School at Baldin, Cornwall. As soon as he left his studies he entered an apprenticeship in the carpenters' trade, and after he learned the trade, and had worked at it for a brief time, he sailed for America.



He went to Kewaunee county, Michigan, where, for a year, he worked as a carpenter in the copper mines. At the end of that time he came to Pittsburgh. In that city, too, he worked at his trade, but only for a few months, for he went to Carnegie, then Mansfield. There he was married to Miss Elizabeth Waldie. After two years he saw the need of a planing mill, and immediately proceeded to build up such an industry. He operated the planing mill for eight years. In 1874 he decided to try his hand at banking and engaged in that business, but in 1889 Jeannette, Pa., was in sore need of some one to purchase and manage their planing mill, and so Mr. Burgan went to that town and took hold of it. In addition to this, he operated a box factory for seven years. His banking interests in Carnegie during this time were continued.

In 1897 he sold his mill and factory at Jeannette and joined in the organization of the Carnegie Coal Company, and has been at the head of this concern ever since. In 1902 he organized the Carnegie National Bank, of which institution he is also president. He is also the treasurer of the J. H. Sanford Coal Company, Carnegie Dock & Fuel Company, Carnegie Supply Company, a director in the Carnegie Fuel Company and the Pittsburgh & Lehigh Dock Company, of Duluth, Minn.; president of Chartiers Mining Company, and interested in several other companies.

Mr. Burgan has been burgess of Carnegie for four terms, and for twenty years has been a member of town council. He is an old-line Republican, and a communicant of the United Presbyterian Church. Likewise, he is a Mason and an Odd Fellow, and holds membership in the Cornishman's Club. Mr. Burgan's offices are in the Park building, Pittsburgh, and his residence is in Carnegie, Pa.

W. A. ROBERTS.



As the son of James Roberts and Mary Roberts, William A. Roberts, secretary of the Life Protective Savings & Loan Association, of Pittsburgh, was born in Richmond, Ohio, in 1863. Since coming to Pittsburgh, Mr. Roberts has associated himself with a large number of business enterprises. In addition to his main occupation as secretary of the L. P. S. & L. Association, he is president of the Labelle Land Company and treasurer of the Alvarado Construction Company, with plantations in Mexico. He is also a director of the Federal National Bank, a director of the Bankers Trust Company, a director in the L. P. S. & L. Association and the Labelle and Alvarado companies. Mr. Roberts belongs to the Duquesne Club, the Pittsburgh Country Club, the Pittsburgh Athletic Association, the Colonial Civic Club and the Chamber of Commerce. He is a communicant of the Smithfield Street Methodist Episcopal Church.

GEORGE E. PAINTER.

George Edward Painter, of Pittsburgh, was born August 30, 1862, in Allegheny city, now the North Side of Pittsburgh, the son of Byron Hays Painter and Mary Lothrop Painter. He entered Columbia College, New York, from which he was graduated in 1883. His entry into the business world was as junior partner in the firm of J. Painter & Sons. He remained in that capacity until that concern sold out to the American Steel Hoop Company, in 1899. For two years after Mr. Painter continued with the American Steel Hoop Company, until the company was merged with the Carnegie Steel Company as part of the United States Steel Corporation. At present Mr. Painter is a director in the Safe Deposit & Trust Company, the Peoples Savings Bank, the Union Storage Company, the Mackintosh, Hemphill & Company and the Monongahela Water Company. He is a member of the Duquesne Club, the Pittsburgh Club, the Pittsburgh Golf Club, the Allegheny Country Club and the Herron Hill Gun Club.





JOHN MORRISON HANSEN,
President, Standard Steel Car Company,
Pittsburgh.

FRANCIS H. DENNY.



Francis H. Denny, banker and owner of extensive Pittsburgh business and residence properties, was born in Pittsburgh November 28, 1858. His parents were John O'Hara Denny and Margaret (nee Stevenson) Denny. Mr. Denny comes of a long line of distinguished ancestry, dating back to Sir Edward Denny, of Tralee castle, Ireland, who was elevated to the nobility by an English monarch three centuries ago for services to his country. The Denny family is of Anglo-Irish descent.

After attending the grammar schools of Pittsburgh Francis H. Denny entered Newell's Academy, from which he graduated. He went to Princeton University, from which he graduated in 1880. Mr. Denny is interested in many business enterprises. Mr. Denny's beautiful home on Sewickley Heights is one of the show places of the Pittsburgh district. Mr. Denny is a member of the Pittsburgh Athletic Association, the Pittsburgh Golf and Union Clubs.

J. ROGERS FLANNERY,

Who is associated with the Flannery Enterprises.



EDMUND WEBSTER MUDGE

Edmund Webster Mudge, a native of Philadelphia, is one of the most influential capitalists of Pittsburgh, and a resident of the picturesque East End section. Mr. Mudge was born in the Quaker City January 12, 1870. His parents were Thomas Henry Mudge and Mary Emma (nee Shepard) Mudge. His training as a boy at home was strict. Sometimes a man may overcome a bad start resulting from the wrong kind of environment during childhood, but it is a good deal easier not to have this kind of a handicap. Mr. Mudge had the advantage of home associations which ought to inspire any man to strive honestly for success, and his record as a business man proves that the influences lasted throughout life.

Like most boys of good family of his day, he was sent to a school conducted by the Society of Friends. The School was located at Woodtown, N. J., not many miles from his home. There he received his early training, and when he graduated he came to Pittsburgh, there to become interested in many coal and coke companies, steel manufactories and a bank.

In spite of the great pressure of his business, or rather businesses, Mr. Mudge has found time to join a number of exclusive organizations, and all of these he visits quite regularly. Personally Mr. Mudge prefers to be known as the chairman of the board of directors of the Phillips Sheet & Tin Plate Company, and if that were his only business connection he could find enough to keep him busy. But he has other connections, and there is quite a string of them.

To begin with he is the president of the Edmund W. Mudge & Co., dealers in pig iron and coke, of Pittsburgh. Also, he is president of the Youghiogheny and Cheat River Railroad Company. Then, too, he is treasurer of the L. P. Seeley Co., the Trimble Sheet & Tin Company, the North Preston Coal Company, the Pennfield Coal & Coke Company, the Pittsburgh Stove & Range Company and the Columbia National Bank of Pittsburgh.

That would be usually enough to keep an abnormally strong man out of mischief, but Mr. Mudge is a little stronger than that. When he started out to be a business man he made up his mind he was going to run as much business as he could. In addition to all these positions he is the president of the Westmoreland-Connellsville Coal & Coke Company, vice president of the Best Manufacturing Company, vice president of the Weirton Steel Company and a director of the Keystone Bronze Company.

The clubs he belongs to are almost as numerous as the corporations he is connected with. He belongs to the Duquesne Club, the Union Club, the Press Club, the Oakmont Country Club, the Automobile Club, Country Club and Pittsburgh Athletic Association of Pittsburgh; the Union Club of Cleveland, and the Chicago Athletic Association of Chicago.

Mr. Mudge has offices in the Frick Building. As can be imagined, he is usually kept very busy, and unless one has business of great importance an interview with Mr. Mudge is exceedingly hard to get. Mr. Mudge's home address is 5814 Forbes Avenue, Pittsburgh.



J. A. RAY.



John Albert Ray is prominent among investors as a banker who handles Pennsylvania municipal bonds exclusively. Mr. Ray was born June 2, 1865, at Greensburg, a son of James and Elizabeth Ray. He attended the Greensburg schools, and later entered the Railroad business, finally establishing a private business. In addition to conducting the investment brokerage concern, he is president of the Washington Investment Company of Pittsburgh. He is a well-known member of the German and Union Clubs of Pittsburgh.

F. H. RICHARD.

The success of Francis H. Richard's life may be summed up in a few words. He rose from messenger to bank director. This is only what he did as a banker. His activities in constructive business lines have been of value to the Pittsburgh district. Mr. Richard was born in Pittsburgh December 5, 1871, a son of L. B. Richard and Sarah Robb Richard. His school life began in the grade schools, and ended on his graduation from Pittsburgh high school. He worked for a few weeks with the McConway & Torley Company, and then entered the service of the First National Bank as a messenger. He worked for the bank for 23 years. Eight years ago he was chosen cashier, and when he resigned this position he also had been a director in the bank for some time. He is well known to Pittsburghers, especially in banking and club circles, and is a member of the Pittsburgh, Duquesne and Country Clubs, and the Pittsburgh Athletic Association. He also is prominent in the Masonic fraternity.



ERNEST TENER WEIR.

Ernest Tener Weir, son of James and Margaret Manson Weir, was born August 1, 1875, in Pittsburgh, where he has spent his life. Mr. Weir was educated in the public schools of his native city, where he prepared for the course he was to follow in life.

In 1890 he began employment with the Braddock Wire Company as a clerk, and a year later became identified with the Oliver Wire Company. He remained with this organization, serving in various capacities, until 1898. He then joined the ranks of the American Tin Plate Company, in 1899, where he was engaged for a number of years, afterwards organizing the Phillips Sheet & Tin Plate Company, in 1905.

The Phillips Sheet & Tin Plate Company purchased and rebuilt the plant of the Jackson Iron & Tin Plate Company at Clarksburg, W. Va., in 1905, this being an eight-mill plant. In 1908 four mills were added, giving it a total of 12 mills. In 1909 the plant at Weirton, W. Va., was started, 10 mills being built that year and another 10 mills added in 1910. At the same time the town of Weirton was started and developed by the Phillips Sheet & Tin



Plate Company on a comprehensive scale. The proposal to build the place was made public in extensive fashion, and Mr. Weir went ahead with the improvement of the property and the building of houses thereon. He met with highly gratifying success.

No expense was spared in development of the little city. Thousands of persons took up their abode in the town and the country roundabout, and Weirton was an actuality. In January, 1912, desiring to extend his holdings and add to his responsibilities, Mr. Weir purchased the property of the Pope Tin Plate Company, located at Steubenville, O.

Under his management the business with which Mr. Weir has been identified has grown to such proportions that today it is known as the largest manufactory of tin plate in the United States, outside of the United States Steel Corporation. This is regarded as a most complimentary condition because of the highly capitalized and influential competition which any newly organized manufacturing company must face in this country from the outset.

The annual business of the Phillips Company amounts to \$15,000,000. In wages, \$3,000,000 is paid out each year, indicating the size of the payroll which must be met to keep the huge mill going. There are 3,700 employes actively at work in the Phillips mills. The town of Weirton also has continued to grow. Water, sewerage, electric lights, a bank, school house and other facilities are enjoyed by its people.

Mr. Weir is president of the Phillips Sheet & Tin Plate Company, of the Weirton Steel Company, of the Bank of Weirton and of the Weir Improvement Company. He is a director in the Pennfield Coal & Coke Company, the Best Manufacturing Company and the Pittsburgh Stove & Range Company. Mr. Weir belongs to the Duquesne, Union and Pittsburgh Country Clubs, as well as the Pittsburgh Athletic Association, the Ft. Henry Club, of Wheeling, and the Triton Club, of Quebec, Canada.

IRA S. BASSETT.



Everybody within a radius of 5,000 miles or more of Pittsburgh remembers the famous Trade Tour that was carried to a successful and profitable consummation by Pittsburgh manufacturers not so very long ago. The Trade Tourists on that occasion occupied a train made and equipped in Pittsburgh, and the spaces not occupied by the tourists were filled with products of manufacture that were given out en route. The object was to boost trade in Pittsburgh, and that is exactly what it did. In charge of that tour was Ira S. Bassett, who also first suggested it. He was Traffic Manager of the Chamber of Commerce of Pittsburgh from 1907 to 1913, and has just been appointed Commissioner of the Pittsburgh Commercial Club, where he will have full charge of the workings of that organization. Born in Loudonville, Ohio, March 19, 1874, he entered the services of the Pennsylvania Lines West as telegraph operator at Freedom, Pa., in 1893. He was a traffic manager when he resigned in 1907.

A. J. KELLY, JR.

A. J. Kelly, Jr., was born on a farm on the National Turnpike, Washington county, this State, September 4, 1856, his parents being A. J. Kelly and Margaret (Mathews) Kelly. He attended the public schools and Jefferson Academy, at Canonburg, and had private tutors. He spent some time in the law office of Lynch & Day, at Canton, Ohio, and in 1880 became associated with W. A. Herron & Sons, real estate agents of Pittsburgh, afterwards becoming a member of the firm, and one of the incorporators of the Commonwealth Trust Company of Pittsburgh. He is president of the Commonwealth Real Estate Company; director in the Commonwealth Trust Company; trustee of the University of Pittsburgh; one of the original members of the Pittsburgh Flood Commission, manager of the Allegheny County Industrial and Training School for Boys, and member of the Americus, Duquesne and University Clubs and of the Pittsburgh Athletic Association.





J. GILMORE FLETCHER,
Pittsburgh,
President, Riter-Conley Manufacturing Co.

PHILIP ZENN.



Philip Zenn, banker and lumber dealer, was born in McKeesport, Pa., November 26, 1848. His parents were George Zenn and Katherine (nee Huff) Zenn. He was educated in the public schools. At the age of 12 he went to work at boat building, then added the lumber and sawmill business. He at length became a partner in the firm of Neil, Blythe & Company in the same business at Monongahela City. In 1887 he returned to McKeesport, where he was in the same business with John Shoup & Company. This firm sold out to the Monongahela Consolidated Coal & Coke Company in 1889. Mr. Zenn then became superintendent of a mill in McKeesport belonging to that company, retiring in 1910. Since then he has lived in retirement in a beautiful home on Lincoln way, McKeesport. He is vice-president of the Union National Bank, director in the McKeesport Title & Trust Company, and in the McKeesport Tin Plate Company. He is married and has three sons and two daughters.

ALEXANDER GRAY.

With a record of having been born, raised and lived all his life on one street, Alexander Gray is indeed a thorough Pittsburger. He is superintendent of the Bureau of Light and has full charge of the Braddock street plant of the municipal light department, on the North Side. Mr. Gray was born in the Second ward of the old City of Allegheny on August 29, 1856. He secured his education at the public schools of that ward. He is married and has three children. He is a member of all of the Masonic bodies and of the Independent Order of Odd Fellows. He was employed for 18 years as superintendent of motive power for the Standard Manufacturing Company previous to his appointment to his present position. In 1903 he was appointed superintendent of the light plant by the late James G. Wyman, of Allegheny, and has filled the position ever since, although Allegheny was annexed by Pittsburgh and municipal administrations have changed.



FRANK B. NIMICK.



Frank B. Nimick is a native Pittsburgher, born December 14, 1849, the son of William K. and Elizabeth Nimick. He attended the public schools, later entering the old Western University of Pennsylvania, now the University of Pittsburgh, where he received his training for after life. Mr. Nimick was a member of the firm of Singer, Nimick & Company when it was merged in the Crucible Steel Company of America. Mr. Nimick remained with the new concern about two years and then retired. He is a director in the Exchange National Bank and in the West End Savings and Trust Company, Pittsburgh. Mr. Nimick is a member of the Pittsburgh Club.



Eugene S. Reilly was born December 14, 1873, in Pittsburgh, a son of John C. Reilly and Ursula S. Reilly. He attended Holy Ghost College, Pittsburgh, and afterwards was a student at Fordham University, New York.

Mr. Reilly then entered the real estate business as a broker. He is president of the American Steel Company; president of the City Insurance Company; vice-president of the Washington Trust Company; vice-president of the Pittsburgh & Butler Street Railway Company; director in the Colonial Trust Company; vice-president of the Washington Real Estate Company; director in the Freehold Real Estate Company and in the Harris Amusement Company; treasurer of the Pittsburgh Motor Service Corporation, and president of Eugene S. Reilly & Company. He is a member of the Duquesne, Union, Country and others clubs, and of the Pittsburgh Stock Exchange.

John Baxter Barbour was born in Pittsburgh, Pennsylvania, April 16, 1862, the son of John Baxter Barbour and Isabella McKelvy Barbour.

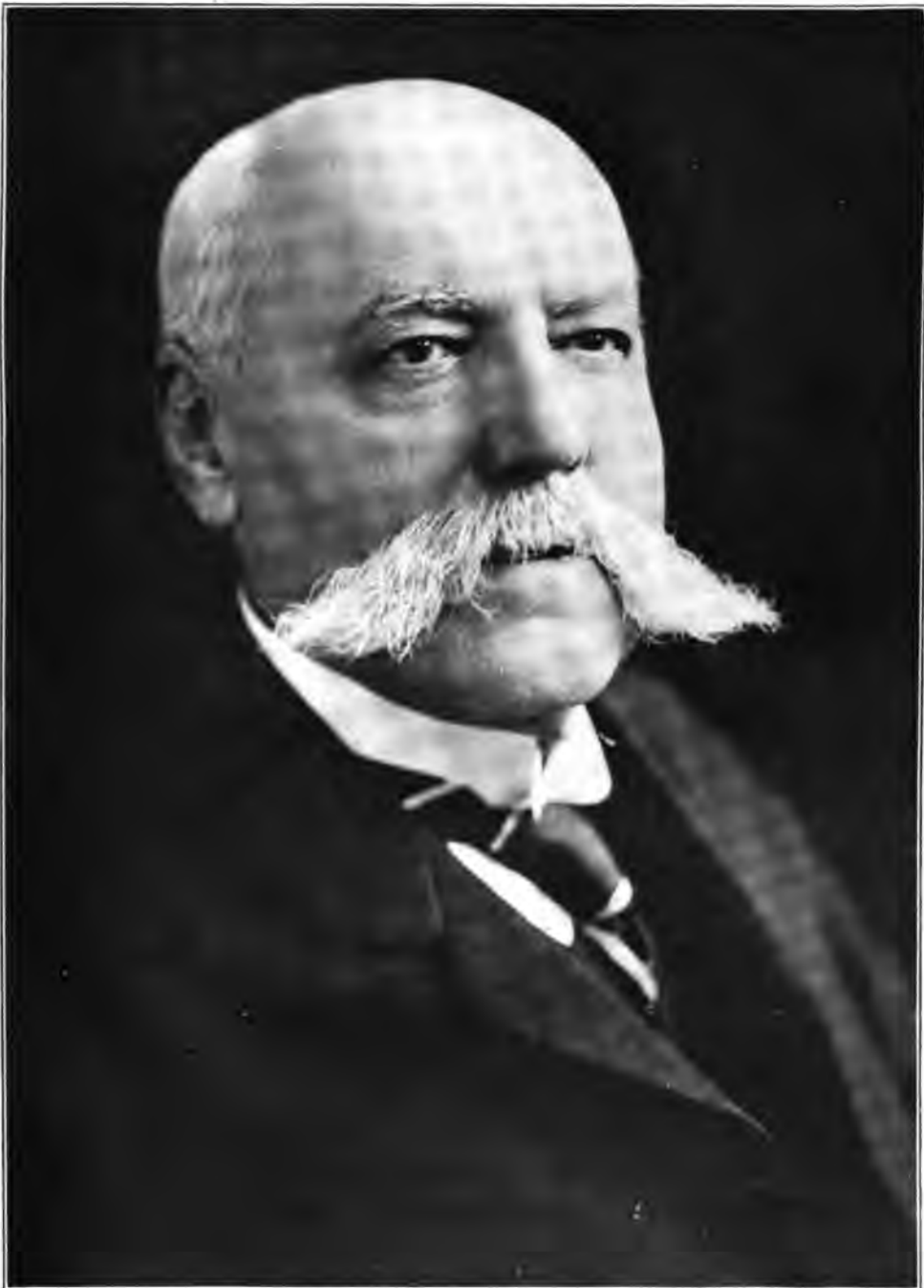
JOHN
BAXTER
BARBOUR.

He received his education in Pittsburgh. He first engaged in the oil business. In 1890 he became local manager for Rea Brothers & Company, stock brokers. When that firm retired, he assumed its business in his own name, in 1909 establishing the present firm of John B. Barbour & Co. He is a former president, and now a director of the Pittsburgh Stock Exchange, and is third vice-president of the Pittsburgh Chamber of Commerce; a member of the Duquesne Club, Pittsburgh Athletic Association, Americus Republican Club and the Stanton Heights Golf Club. He is a thirty-second degree Mason, Knight Templar and Mystic Shriner. He was married in 1887 to Laura Belle Rogers and has two children.



Ira Fitch Brainard, president of the Pittsburgh Live Stock Exchange, was born in Canfield, Mahoning county, O., January 1, 1840, the son of Calvin Cone and Sophia Fitch Brainard.

He married Fannie A. Heaton September 1, 1862. Mr. Brainard came to Pittsburgh in 1867 and went into business in August of the latter year. He is vice-president of the National Live Stock Exchange, a director in the Liberty National and the Liberty Savings Banks, of Pittsburgh; of the Citizens Savings Bank & Trust Company, of Salem, O., and of the Westmoreland Specialty Glass Company, Grapeville, Pa. He is a veteran of the Civil War and a member of Duquesne Lodge No. 546, F. & A. M.; Pittsburgh Consistory Syria Temple, A. A. O. N. M. S.; the Duquesne and Country Clubs; the Pittsburgh Board of Trade, and Sons of the American Revolution.



C. H. SPANG,
Spang, Chalfant & Co., Inc., Pittsburgh.

JOHN W. CHALFANT.

The late John Weakley Chalfant, one of Pittsburgh's most prominent business men, was born at Turtle Creek, Allegheny county, Pennsylvania, December 13, 1827. His



father, Henry Chalfant, came from near Philadelphia in 1827 and settled at Turtle Creek, where he purchased a farm. He married Isabella C. Weakley, daughter of Samuel and Hester Weakley, of Cumberland county, Pennsylvania. Ten children were born to this union, of which John W. was the eldest. John W. Chalfant grew to maturity on the home farm, attending the district school which was supplemented by a course in Jefferson College at Canonsburg. Graduating from that institution in 1850, he entered the employ of Zug & Painter, iron manufacturers of Pittsburgh, where he remained until 1855-56, when he purchased an interest in the firm of Spang & Company, iron manufacturers. In 1858 the firm name was changed to Spang, Chalfant & Company, the firm being composed of Charles H. Spang, John W. Chalfant, Campbell B. Herron, Alexander M. Byers and A. G. Lloyd. George A. Chalfant, a brother of our subject, became a member in 1863.

During the life of John W. Chalfant he was associated with nearly every enterprise that had for its purpose the upbuilding and development of the financial, manufacturing and social interests of Pittsburgh and vicinity. He was the promoter and organizer of the Pittsburgh and Western Railroad, also of the Pittsburgh Junction Railroad. He was one of the organizers and for years was president of the People's National Bank; he served as president of the Manufacturers' and Merchants' Insurance Company of Pittsburgh; and was a director of the People's Savings Bank, Spang, Chalfant & Company, Isabella Furnace Company, Pittsburgh Locomotive Works, Western Pennsylvania Institution for the Instruction of the Deaf and Dumb, Western Pennsylvania Hospital and Allegheny General Hospital. He was one of the founders and for many years served as president of the Duquesne Club. When it was decided to hold a sanitary fair in Pittsburgh for the benefit of the soldiers in the field in our Civil War, Mr. Chalfant, with two others, was sent to Cleveland, Ohio, to negotiate for buildings that had been used for similar purposes in that city. Upon their arrival they found that if secured, the bargain must be closed at once, and without waiting to confer with the home mission they assumed all the risks and gave their individual

JOHN W. CHALFANT.—Continued.

notes for ten thousand dollars. This was a large amount for these young men. The project proved a great success, and over a quarter of a million was realized. He was president of the board of trustees for many years of the First Presbyterian Church of Pittsburgh. Mr. Chalfant was probably the first man in the world to use natural gas for manufacturing purposes. The gas was piped to his iron mills before other manufacturers utilized it. May 31, 1860 John W. Chalfant married Miss Ellen Quigley McCrea, daughter of William and Liberty M. McCrea. To Mr. and Mrs. Chalfant five children were born, all of whom are living: Mrs. Mary C. McKee, Isabella C., Henry, Eleanor McCrea and Annie Chalfant. Mr. Chalfant died December 28, 1898.

GEORGE WESTINGHOUSE.



George Westinghouse, inventor and manufacturer, was born October 6, 1846, in Schoharie county, New York. His parents were George Westinghouse and Emeline (nee Vedder) Westinghouse. He was educated in the public schools and attended Union College until he reached sophomore year. Later he received a number of honorary degrees from educational institutions. As a boy he spent much time in his father's machine shop, at the age of 15 inventing a rotary engine. He married Miss Marguerite Erskine Walker in 1867. He is the inventor of an improved air brake, many other railroad appliances and numerous improved types of engines. Mr. Westinghouse is not only an inventor, however, but a man of remarkable executive and business ability. He soon became the head of one of the most wonderful manufacturing enterprises in the world. He is president of 30 corporations with an aggregate capital of \$120,000,000.



WILLIAM H. SINGER.

WILLIAM H. SINGER.

When William H. Singer died, on September 4, 1909, Pittsburgh lost one of its most progressive men, one of its most potential manufacturing factors, one of its men who had piled up many worthy achievements and helped to place Pittsburgh in the forefront as the greatest industrial center of the world. Mr. Singer was one of the best known of the pioneer steelmasters. He aided in laying the Gibraltar foundation upon which the great Pittsburgh iron and steel industry was builded.

He was born on October 2, 1835, in Pittsburgh, and was educated in the public schools of that city, and later entered the Western University of Pennsylvania (now known as the University of Pittsburgh). His advent into the then youthful steel industry was during the early days of his youth. He entered the employ of G. & J. H. Shoenberger & Co., which firm had begun the manufacture of blister-steel in Pittsburgh in 1833.

A few years later, Mr. Singer became a member of the firm of Singer, Nimick & Co., which had been organized in 1848 as the Singer, Hartman & Company, by his eldest brother, John Singer, and which, as early as 1853, was already manufacturing crucible cast steel of high grade.

In 1860 Mr. Singer became the head of the firm and retained that position for 40 years. In 1900 the concern was absorbed by the Crucible Steel Company of America, of which Mr. Singer was a director until the time of his death, September 4, 1909. He was also one of those captains of industry who organized the Pittsburgh Bessemer Steel Company, which built the Homestead steel works and, after those works were purchased by Andrew Carnegie, served as a director of the Carnegie Steel Company.

Mr. Singer's life was not alone notable for his endeavors along business and manufacturing lines, for he was an inventor of some prominence. In the course of his practical business experience, Mr. Singer made and perfected several inventions of value, for some of which he was granted patents by the United States Government. Among the most prominent of these was the "rolling coulter machine," now universally employed for rolling the bevel on plow-coulters and harrow disks. He also invented a method for compressing the liquid steel ingots designed for the manufacture of circular saws, whereby the seams liable to occur on the teeth, which caused the split teeth, were eliminated. Additional patents relating to the manufacture of plow steel, etc., were very valuable to Singer, Nimick & Co. and other licensees.

Mr. Singer was a life-long resident of Pittsburgh, and for many years was known as one of the most prominent and influential men there, not only in business and manufacturing activity, but in other lines of commercial and home life. He was well known and highly respected in Pittsburgh's social, religious, charitable and municipal affairs. He was known as a conscientious and consistent church man and his work along charitable lines brought him many encomiums, not only from those whom he directly benefited by his philanthropy, but also from his co-workers in the worthy cause.

He was a leader in the American metallurgical industry and was one of those men who recognized the importance of the American Institute of Mining Engineers. He was a member for many years and gave to it his cordial support, and was not lacking in enthusiasm and sincerity when support was essentially needed. He became a member of the Institute in 1873, when the young society numbered about 200, and when such names as his not only were potent aids to its further co-operation between the theoretical students of mining and metallurgy, and the practical managers of mining and metallurgical operations, to which the usefulness of the Institute has been so largely due. He supported the organization to the last in the same loyal spirit in which he joined and which he displayed during succeeding years. Mr. Singer not only was one of those who aided in the organization of the Pittsburgh Bessemer Steel Company, but was president of the concern until it was purchased by the Carnegie Steel Company. He was 74 years old at the time of his death, and during that three-score and fourteen years he did much in the interest of the iron and steel industry.



John Edward Schlieper was born in Arnberg, Westphalia, Germany, August 12, 1860, the son of J. L. Schlieper and Fanny Schlieper (nee Hachenberg). Mr. Schlieper attended the Polytechnic School in Germany, and in 1881 removed to America, settling in the Pittsburgh district. He began work in the drawing room of the Iron City Bridge Works, eventually becoming constructor in the experimental and construction work for Mr. George Westinghouse, and later assistant engineer to J. P. Witherow. He became chief engineer for the Sterling Boiler Company. In 1893 he entered business for himself and has so continued. He has patented and designed the Pittsburgh feed water heaters and purifiers. He is manager of the Schlieper Engineering Company. For three years he was in the Engineering Department of the German Navy, and was one of the crew saved from the German battleship S. M. S. Grosser Kurfuerst, which was sunk May 31, 1878.

George W. Schusler was born in Pittsburgh, Pa., September 26, 1880, the son of P. J. Schusler and Henrietta Schusler (nee Hofmeister). Mr.

GEORGE W.
SCHUSLER.

Schusler was graduated from Mercersburg Academy in 1898, and in 1902 from Princeton University, where he was honor man of his class and received the degree of C.E. He is a graduate engineer, now employed as assistant engineer of the city of Pittsburgh, and was in charge of the "Hump" improvement. For four years he was engaged as an engineer with the Pennsylvania Railroad Company; for five years he was construction engineer with James Stewart & Company, of New York city. He was in charge of the construction of the Union Depot and terminals in Washington, D. C. He has had direct charge of all bond issue improvements, together with the designing work, since his connection with the Pittsburgh Public Works Department.



S. H. Vandergrift was born in Oil City, Pa., June 30, 1866, the son of J. J. Vandergrift and Henrietta (nee Morrow) Vandergrift. He was married in 1888 to Miss Alice B. Mercer in Newark, N. J. They are now residents of Washington, D. C. Mr. Vandergrift is identified with a number of Western Pennsylvania interests. He is vice-president of the Apollo Iron and Steel company, and a director in the following Pittsburgh banking institutions: the Terminal Trust Company, the Pittsburgh Trust Company, and the Keystone National Bank. He is a member of the Duquesne, Union, and Edgewood Clubs of Pittsburgh; and of the New York Yacht Club, the Thousand Islands Yacht Club, the Nittany Rod & Gun Club, and the Rebels Club, of Virginia.

S. H. VAN-
DERGRIFT.



E. J. TAYLOR,
Chief Engineer, The Pittsburgh Coal Company.

PAUL DIDIER.



PAUL DIDIER.

*Principal Assistant Engineer,
Baltimore & Ohio System.*

Mr. Didier's headquarters are at Pittsburgh, where he is the highest resident official of his department.

GEORGE H. DANNER.

George H. Danner was born September 29, 1874, in Bloomfield, N. J. His parents were the Rev. T. Jefferson Danner and Sarah Frances (nee Martin) Danner. His parents removed to Pittsburgh in 1890. He entered the employ of the McConway & Torley Co. in 1892, and in 1896 accepted a position with Best, Fox & Co. When Best, Fox & Co. became a corporation under the name of the Best Manufacturing Company, Mr. Danner was made director and secretary of the company. In 1903 Mr. Danner, with two associates, organized the Pittsburgh Piping & Equipment Company, becoming its president, and serving as such ever since. His business skill and acumen have been largely responsible for the steady and continuous growth and prosperity of this company. He is president of the Hempfield Foundry and director in the Franklin Savings & Trust Company; director and treasurer of St. Barnabas Free Home, and a director of the George Junior Republic at Grove City.



WILLIAM McCLURG DONLEY.

Borough Engineer for the Boroughs of Carrick, Mt. Oliver, St. Clair and Knoxville, and Engineer for Baldwin Township, all situated in Allegheny county; also a member of the City Planning Commission of Pittsburgh. Mr. Donley was born in the old Twenty-fourth ward, now Sixteenth ward, South Side, Pittsburgh, on January 29, 1877. He is a son of Mark Donley and Margaret Lavake Donley.

Mr. Donley's rise to his present position in life is remarkable, considering his early life. At the death of his mother, when he was but two years old, he was placed in an orphan's home in Allegheny for a period of four years. Upon his return he lived with various friends of the family on the South Side, going to school and working, three years of which he sold newspapers after school, at the old Pittsburgh Post Office. He received his early education at the old Wickersham School, South side, and at the Pittsburgh High School, working on a survey corps during vacation and taking up the study of engineering. In 1895 he entered the employ of the City of Pittsburgh, in the Bureau of Surveys and Engineering, placing himself under private tutoring in engineering, and in 1898 was rewarded for his hard work by being appointed Assistant City Engineer. After holding this position for four years, he spent a year as engineer on the construction of the Wabash Railroad near Pittsburgh.



Mr. Donley then decided to go into the engineering business for himself. In 1904 he was made Borough Engineer for Carrick Borough; in 1908 and 1909 he was elected Engineer for the Boroughs of Mt. Oliver, St. Clair and Knoxville, and in 1912 was elected Engineer for Baldwin Township. His district comprises a population of about forty thousand, being nearly all of the South Hills of Pittsburgh. During his short career as an engineer he has had supervision of over three million dollars of street and sewer construction and other construction work. He has an extensive private practice in engineering in addition to the municipal work. His struggles to obtain an education and his early experience with adversity broadened his character, gave him confidence and a good supply of common sense and practical experience which has been of great value to him in his engineering work. Mr. Donley is a member of the American Society of Civil Engineers and the Engineers' Society of Pennsylvania and others. He also takes an active part in and is a member of many fraternal orders.

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In November, 1911, Mayor W. A. Magee, recognizing his thorough knowledge of the city and surrounding territory, appointed him as a member of the City Planning Commission of Pittsburgh. His devotion and work on this Commission, which is an honorary position, is being highly commented upon by leading men of the city.

Mr. Donley was married in 1899 to Miss Gertrude McGovern, of Duquesne Heights, Pittsburgh. He comes from a family whose ancestors were among the early settlers in the Colonies, and on both his father's and mother's side served in the Revolutionary War. The whole generation always responded quietly to the defense of the nation in time of war. His father, Mark Donley, and uncles, Lieut. Sylvester Donley, Col. Charles Capehart and Gen. Henry Capehart, all served throughout the Civil War with distinction, in the West Virginia Cavalry, under Generals Sheridan and Custer, while his brother, Custer Donley, and cousin, Lieut.-Col. Edward Capehart, served in the Navy throughout the Spanish-American War.

THOMAS M. PEPPERDAY.

Thomas M. Pepperday was born in Brooklyn, New York, September 16, 1885. He is the son of Joseph Alexander Pepperday, a native of Pittsburgh, and Mary (nee Fox) Pepperday. Before entering the automobile business Mr. Pepperday received a liberal education. He first attended the public schools of New Rochelle, New York. Later Mr. Pepperday was graduated from Dwight College and after that he studied law.

In the month of December, 1900, Mr. Pepperday entered the automobile business, being affiliated with Smith and Mabeley, pioneer automobile importers of this country. He was located in New York city. That company started the famous Simplex car. When Smith and Mabeley went out of business Mr. Pepperday continued with the Simplex Distributing Company, retailers, the new owners of that machine. Quinby and Company purchased one of the Simplex companies and Mr. Pepperday, still following the fortunes of his car, went with the new owners.

Quinby and Company sent Mr. Pepperday to Pittsburgh as its representative for Simplex and S. G. V. automobiles (the most expensive cars on the market). Mr. Pepperday then purchased Quinby and Company's interests in Pittsburgh and formed the T. M. Pepperday Company, of which he is sole owner. His company is located at Grant boulevard and Seventh avenue, Pittsburgh. Mr. Pepperday is married and resides in the East End section of Pittsburgh.



A. S. McSwigan, the son of Henry McSwigan, was born in Pittsburgh, November 5, 1865. He attended the public and parochial schools until aged 14,

A. S. M'SWIGAN. when he went to work as office boy for the Western Union Telegraph Company, soon

becoming telegraph operator. In 1887 he became a reporter on the Commercial Gazette and three years later, city editor of the Post. He continued in the newspaper business until 1902 when he became advertising and amusement manager for the Philadelphia Company and affiliated corporations. Five years later he leased Kennywood park which he still operates. He married Genevieve Brady and they live at 217 Tennyson avenue. There are five children. He belongs to the Press Club, Columbus Club, the Art Society of Pittsburgh, the Knights of Columbus, the A. O. H., the C. M. B. A., and St. Paul's Cathedral church committee. He is an active worker in Catholic charities and civic betterment.

Anton Lutz, organizer of the Lutz & Son Brewing Company and director of the Independent Brewing

ANTON
LUTZ.

Company, was born in Liberty avenue, Pittsburgh. He is the son of Damas Lutz and Crezentia Lutz. He started in early youth in the brewing business. In 1880 he helped form the partnership of Lutz & Walz, which became the D. Lutz & Son firm in 1881, when he and his father went into business together. This partnership lasted until 1894, when they incorporated as the D. Lutz & Son Brewing Company, Anton Lutz being president. In 1905 the company was sold to become a part of the Independent Brewing Company. Mr. Lutz was made chairman of the board of directors, which position he still holds. He is a member of the Elks fraternal organization and of the Catholic Church. Mr. Lutz is exceedingly fond of horses.



THOMAS RODD.

Thomas Rodd, civil engineer and business man, was born in London, England, June 13, 1849. His parents were Horatio Rodd and Anne (nee Theobald) Rodd. When a boy five years old he was brought to the United States by his parents. His early education was in private schools and in the public schools. Few men ever received better early training at home and at carefully selected schools than Mr. Rodd.

For four years Mr. Rodd was a student in the United States Naval Academy, at Annapolis. He acquitted himself there with credit and served from 1862 to 1865 as an officer in the United States navy. Life on board ship under the command of an officer trained in the naval service is a hard but beneficial training for a young man, and through faithful attention to duty Mr. Rodd reaped full benefit from the service. A few years after Mr. Rodd left the navy he secured a position in the city engineer's office in Philadelphia. He stayed there for three years, leaving in 1872 to enter the service of the Pennsylvania Railroad Company. He started humbly as a rodman for a corps of surveyors, but his rise was rapid and steady. Within less than a year he became assistant engineer. In 1877 he was appointed principal assistant engineer.



Skill in his profession, sterling honesty and steadfast devotion to the interests of the company won for Mr. Rodd the supreme confidence of his superiors, and in 1889 he was appointed chief engineer of all Pennsylvania lines west of Pittsburgh.

Few men possess a greater reputation in the engineering profession than Mr. Rodd, and from 1890 to 1905, in addition to his work for the Pennsylvania Company, Mr. Rodd was engaged in the private practice of his profession. He constructed many large plants for manufacturing and other purposes.

Usually a man interested in scientific problems cares little for business, but Mr. Rodd is an exception to this rule. He is active in many business enterprises, and his shrewd advice and wise direction has increased the prosperity and prestige of every company with which he is connected. Mr. Rodd is a director in the Commonwealth Trust Company, the People's Natural Gas and Pipeage Company and in many railroad companies.

Mr. Rodd delights to mingle with other members of the engineering profession for the study of engineering problems, and he belongs to the American Society of Civil Engineers, the American Railway Engineering and Maintenance of Way Association, and to the Engineers' Society of Western Pennsylvania.

Few men get more pleasure than Mr. Rodd from social life, and he is a member of the Pittsburgh Club, the Duquesne Club, the Allegheny Country Club, the Pittsburgh Golf Club, the University Club of Pittsburgh, the Metropolitan Club of New York and the Chicago Club. Mr. Rodd lives in a beautiful and tastefully furnished home at 5407 Ellsworth avenue, Pittsburgh. He was married December 23, 1879, to Mary Watson.



Among the best known railroad men of Pittsburgh is Edward H. Utley, vice-president and general manager of the Bessemer and Lake Erie Railroad. He is a native of Wadsworth, Ohio, but has resided in Pennsylvania since 1869. Mr. Utley's first railway employment was in 1867 as station agent with the Chicago, Milwaukee and St. Paul Railroad at Granville, Wisconsin. Then with the Allegheny Valley R. R., from 1875 to 1889, during which time he was general freight and passenger agent. In 1889 he went with the Carnegie Steel Company of Pittsburgh, Pa., as general freight agent. Then with the Sales Department of the same company until 1897, and finally in that same year under the organization of the Bessemer and Lake Erie Railroad, as general freight and passenger agent. In 1901 he became general manager, and is now also vice-president and a director. He is a member of the Duquesne Club.

Horace F. Baker, prominent attorney and business man, was born April 15, 1878, in Mayville, Chautauqua county, New York. He is the son of George A. Baker and Julia B. Baker, of Youngstown, Ohio. He was educated in the grammar and high schools of Youngstown, O. He graduated from Harvard College in 1901 and from the Harvard law school in 1903. He was admitted to the bar January 2, 1904, in Allegheny county. He practiced law in Pittsburgh for one and one-half years, then was appointed assistant to the general counsel of the Wabash railroad lines east of Toledo, O. Upon the appointment of receivers for the Wabash Pittsburgh Terminal and West Side Belt railroads in May and June, 1908, he was retained by the receivers as their counsel. December 18, 1912, he became receiver of both railroad lines. He is attorney and director for the Pittsburgh Terminal Railroad and Coal Company. He belongs to the Duquesne Club.

HORACE F.
BAKER.



Frederick Clinton Baird, Freight Traffic Manager of the Bessemer & Lake Erie Railroad Company was born in Erie County, Pa. His parents were George W. Baird and Helen (nee Powell) Baird. Mr. Baird was educated in the public schools of Erie county. In 1888 he went to work for the New York, Chicago & St. Louis Railroad Company as a telegraph operator; in 1890 with the Northern Pacific Railroad Company; in 1895 with the Bessemer & Lake Erie Railroad Company, with whom he has advanced to his present position. He is a member of the Duquesne Club, the Pittsburgh Athletic Association, the Union Club, the Traffic Club, of Pittsburgh, B. P. O. Elks, Scottish and York Rites in Masonry, Shriner. Is married and has two sons.

FREDERICK
CLINTON
BAIRD.

JAMES DAWSON CALLERY.

James Dawson Callery, a man of national reputation in street railway circles and a manufacturer of note, was born in Pittsburgh, Pennsylvania, November 11, 1857. He is the son of James Callery and Rose (Downing) Callery. Mr. Callery secured his education by first attending the old Fourth Ward (Pittsburgh) public school. He completed his education by attending Notre Dame University, in the State of Indiana.

His first business venture was with his father in the leather manufacturing business. After attaining considerable success in that employment, during which he became prominent in the business life of Pittsburgh, Mr. Callery organized and operated the Pittsburgh Provision Company.

Adding further to his business success in that venture, Mr. Callery launched out into the street railways business in 1888, beginning this line of activity as president of the Second Avenue Passenger Railway in his native city. From that time to the present Mr. Callery has been advancing into the higher councils of street railways management in Pittsburgh, as well as branching out into numerous manufacturing fields.

His interests in street railway promotion work was provoked by his service as a director of the West End Passenger Railway back in 1883. He is now the president of the Pittsburgh Railways Company and its underlying concerns. In 1889 and from that time to the present he has been extensively engaged in the project of promoting electric light and gas companies. In Pittsburgh and other large cities he is prominent in corporation and financial circles.

Aside from his high standing in the circles active in promoting street railways, Mr. Callery is president of the Allegheny County Light Company; president of the Pennsylvania Light Company; vice-president of the Philadelphia Company; director of the Colonial Trust Company of Pittsburgh; director of the Diamond National Bank of Pittsburgh; director of the Diamond Savings Bank of Pittsburgh; director of the United Railways Investment Company; vice-president of the Excelsior Express Company; director of the Westinghouse Electric and Manufacturing Company, and director of the Westinghouse Machine Company. He is, moreover, prominently connected with a number of other industrial concerns in Pittsburgh and throughout the State of Pennsylvania.

Mr. Callery is a member of the Duquesne Club of Pittsburgh, the Pittsburgh Country Club, the University Club and the Allegheny Country Club. He is a member of the Metropolitan Club in Washington, D. C., and the Railroad Club in New York city. Mr. Callery wields considerable power in shaping the business destinies of Pittsburgh. In the marts of his native city he has been unusually active for many years, and his name has been identified with a number of movements launched for the purpose of advancing the interests of the Smoky City. His ability has brought him recognition not alone in Pittsburgh and the Keystone State, but he is a national figure in various fields of business.



J. R. LEONARD.



Jesse Rose Leonard, oil and gas operator, was born in Erie, Pa., September 10, 1848, the son of William and Nancy (Prindle) Leonard. When 17 years old he left the family farm and went to work in the oil field then opening up on Oil Creek, in Venango county, Pa. He soon became a producer of petroleum, and later of natural gas; he also engaged actively in the banking business. He is now a director and president of the Devonian Oil Company, a director and vice-president of the Oklahoma Natural Gas Company; director and president of the Beaver Trust Company, and director of the Columbia National Bank. Mr. Leonard is affiliated with several Masonic orders; is also a member of the Duquesne Club of Pittsburgh. By his marriage to Mary McGee (deceased), of Clarion county, he has five children; and by his second wife, Bertha Ault, of the same county, he has two children. He resides at Beaver, Pa.

WILLIAM A. MAGEE.

William Addison Magee, mayor of Pittsburgh, was born May 4, 1873, in Pittsburgh. He was educated in the grade schools of Pittsburgh and in the Pittsburgh High School. He was admitted to the Allegheny county bar in June, 1895. Two years later he was appointed assistant district attorney for Allegheny county. After serving in this capacity for one year Mr. Magee resigned and became a candidate for common council from the Twenty-third ward of Pittsburgh. He was elected and re-elected in 1900, serving in council until he was elected to the state senate April 16, 1901, to fill the vacancy caused by the death of his uncle, Christopher Lyman Magee. In 1909 Mr. Magee was elected mayor of Pittsburgh. During the time that he has held this office many millions of dollars have been voted by the people to be expended for civic improvement. Many fine streets and bridges have been built, but the "Hump cut" more than any other civic improvement will become historic.



JAMES BUCHANAN YOHE.

James Buchanan Yohe, general manager, the Pittsburgh & Lake Erie Railroad Company, was born June 24, 1856, near Bentleyville, Washington county, Pennsylvania. His parents were David Yohe and Eliza (nee Zook) Yohe.

An education such as high school and college offers is of great advantage to the young man who would succeed in business or in a profession, but often a man handicapped by lack of these advantages will rise to the very top in the struggle of life. The man whose boyhood days were spent in the country or in a village where pure air and plenty of healthful outdoor work caused him to develop a hardy constitution and strong powers of endurance, succeeds oftener than does the boy reared in the city. James Buchanan Yohe received only a common school education, but he possessed the alert mind and the hardy, enduring physique of the country lad, which has enabled him to rise high in the business world, acquiring a practical education in the school of experience as he struggled to earn a living for himself and those dependent upon him.



When but fourteen years of age, he entered the railway service as a telegraph operator in the employ of the Baltimore & Ohio Railroad Company, Pittsburgh Division. This was on February 4, 1871, and ever since he has been engaged continuously in the transportation business. Few men have stuck as close to one line of work as has Mr. Yohe, and few men have been as amply rewarded for their endeavors, not only financially, but in the esteem and respect of their associates. From the very start, Mr. Yohe has enjoyed the confidence of his superiors. The efficient and honest service which he renders has been rewarded with rapid and steady promotions until now he is general manager of the Pittsburgh & Lake Erie Railroad Company and leased lines, with headquarters at Pittsburgh.

Notwithstanding Mr. Yohe's faithful service with various railroad companies, he has found time to become actively associated with other business enterprises. He is a director of the Pension Mutual Life Insurance Company of Pittsburgh, and of the First National Bank of McKees Rocks. Both these institutions have been greatly benefited by the shrewd business sense and practical wisdom of the veteran railroader. He is also an active member of the Old Time Telegraphers' Association.

Mr. Yohe is interested in all projects for civic betterment, and is a member of the Pittsburgh Chamber of Commerce. Mr. Yohe is a member and trustee of Christ Methodist Episcopal Church, Pittsburgh, and is an enthusiastic worker in the Railroad Department of the Young Men's Christian Association, being a member of the Executive Committee of the New York Central Lines' Federation of Railroad Associations. He is a member of the Duquesne Club and the Pittsburgh Athletic Association, and stands high in the Masonic fraternity. Mr. Yohe makes friends readily and wins the regard of every one with whom he comes in contact, whether it be an humble employe or the president of the company.

E. A. WOODS.



Edward Augustus Woods was born January 1, 1865, at Pittsburgh, the son of Dr. George Woods and Mrs. Ellen Crane Woods. He was graduated from the Western University of Pennsylvania. He entered the insurance business as an office boy. He became associated with the Equitable Life Assurance Society in November, 1880, and 10 years later was appointed manager for the district of Pittsburgh. January 1, 1911, he incorporated the Edward A. Woods agency of that company, of which he is president and manager. He is also a director of the Union Savings Bank of Pittsburgh, a director in the National Union Fire Insurance Company, and a director in the Western National Bank. He is a member of the Duquesne Club, Union Club, Pittsburgh Country Club, Pittsburgh Athletic Association, Edgeworth Club of Sewickley and the Lawyers' Club of New York. Mr. Woods is an international authority on insurance and is a prolific writer on academic as well as practical issues.

W. L. CLARK.

William Lewis Clark is president of the W. L. Clark Company, Fire Insurance Brokers, with a suite of offices in the Peoples Bank building, Fourth avenue and Wood street, Pittsburgh, Pa. He is a Pittsburgher, the son of David G. Clark and Mary J. Clark, and was born March 19, 1872. His early education was received in the public schools and high school of Pittsburgh, after which he entered the fire insurance business. He organized the W. L. Clark Company, which occupies a prominent place in the insurance field. The company is a member of the Board of Fire Underwriters of Allegheny County, Pa. In the Club world, Mr. Clark is a member of the Union Club, Country Club and Pittsburgh Athletic Association.



HENRY WARD McMASTERS

Following a lifetime spent in railroad service, Henry Ward McMasters is recognized as one of the leading figures in the transportation world. Having worked his way through all the departments of the railroad business, Mr. McMasters is what is termed a self-made man who has won exceptional success by force of merit.

Mr. McMasters was born at Georgetown, near Kingston, Ontario, Canada, September 29, 1860. His father was William Henry and his mother Martha (Hough) McMasters. On both sides of the family he is of Scotch extraction.

In 1868 the family moved to the United States, and young McMasters was brought up as an American. He received his education in the public schools of Pontiac and Grand Ledge, Mich., and as this was a period of railroad building, he turned to that field of endeavor. He was only 14 years old when he went to work as a telegraph operator, in 1874, on the Detroit, Lansing & Northern Railroad, now a part of the Marquette system. In December, 1878, he went with the Grand Rapids & Indiana Railroad as a telegraph operator, and from 1880 to 1882 was a train dispatcher on the same road.



In 1882 he became a train dispatcher on the Peninsular division of the Chicago & Northwestern Railroad, remaining there for two years. Then, from 1884 to 1889, he was chief dispatcher and train master on the Oregon Short Line of the Union Pacific system. From 1889 to 1893, Mr. McMasters was chief dispatcher on the Idaho division of the Northern Pacific Railroad, with headquarters at Spokane, Wash., and from 1893 to 1900 was train master on the same road.

May 1, 1900, he was appointed superintendent of the Wheeling & Lake Erie Railroad, with headquarters at Massillon, and afterward moved to Toledo, serving until June, 1905. Then, until September, 1905, he was superintendent of the consolidated lines, comprising the Wheeling & Lake Erie Railroad, the Wabash-Pittsburgh Railroad and the West Side Belt Railroad, at Canton, O. He then became general superintendent of these lines, with headquarters at Pittsburgh.

From May, 1908, Mr. McMasters served as receiver and general manager of the Wabash Pittsburgh Terminal Railroad and the West Side Belt Railroad, his office continuing in Pittsburgh.

Higher honors were yet in store for Mr. McMasters, and on January 1, 1913, he became general manager of the Wheeling & Lake Erie Railroad Company, with offices in Cleveland, Ohio.

Mr. McMasters is a member of the Duquesne, Country and Pittsburgh Athletic Clubs, of Pittsburgh, and of the Toledo Club, of Toledo, O.

Mr. McMasters has been married twice. His first wife was Miss Belle Cobbs, of Cadillac, Mich., who died in 1895. In 1901 he married Miss May Thoma, of Toledo.

Mr. McMasters is known as a thoroughly practical railroader of a high order of ability.



John Criswell Hill, banker, lumber and insurance man, of Pittsburgh, was born March 8, 1873, in Pittsburgh. He is a son of James B. Hill and Elizabeth M. Criswell Hill. From 1896 to 1900 Mr. Hill was engaged in the lumber business with the firm of J. B. Hill & Sons, at Wilkinsburg, and from 1900 to 1908 was the head of the John C. Hill Company, dealers in builders' supplies, lumber and mill supplies. In 1908 Mr. Hill began the active work of organizing the Standard Life Insurance Company. This effort met with success, and the company was established under the name of the Standard Life Insurance Company of America, with home offices in Pittsburgh, and with Mr. Hill as treasurer. He also is a director in the Homewood Peoples Bank of Pittsburgh. Mr. Hill is a Mason.

S. Jarvis Adams, Jr., general agent in Pittsburgh of the Union Central Life Insurance Company, of Cincinnati, was born January 9, 1880, in Pittsburgh. His parents were S. Jarvis Adams and Emma Virginia (nee Anshutz) Adams. Mr. Adams was educated in Kiskiminetas Springs school, Saltsburg, Pa., and at the Shadyside Academy, Pittsburgh. He started in the insurance business as solicitor and rose rapidly until he became general agent. Recently Mr. Adams has been active in politics. In 1912 he helped organize the Progressive Republican League of Allegheny county and was made treasurer. He also was elected a delegate to the Republican State Convention, and aided in organizing the Progressive party, in which he has held important offices. Mr. Adams belongs to the Pittsburgh Athletic Association, and takes an especial interest in lawn tennis.

S. JARVIS
ADAMS, JR.



Louis Volz, president and incorporator of the German Beneficial union, was born in Germany, March 17, 1848. He was educated in the grade and high schools of Germany, where he learned the trade of printing. At the age of 21 he joined the German army as required by law and served with credit during the Franco-Prussian war. After this he came to Pittsburgh and was for two years with the Volksblatt Publishing Company. In 1874 he started a printing establishment of his own, and he was well recognized as the German-English printer in Pittsburgh. Mr. Volz was one of the organizers of the German Beneficial Union, and he became its first president in 1892. At present he holds the same office, and devotes his entire time and attention to the interests of the Union. Its headquarters are at 1505-7 Carson Street, Pittsburgh.

LOUIS VOLZ.



R. L. O'DONNEL.

R. L. O'Donnel, general superintendent of the Western Pennsylvania Division of the Pennsylvania Railroad, entered the service of the Pennsylvania Company in 1883 as a rodman. He is a member of the Pittsburgh Industrial Development Commission and is a director of the Pittsburgh Chamber of Commerce. He is a member of the Pittsburgh Club, the Duquesne Club and other clubs in Western Pennsylvania and elsewhere. Honest, efficient service, attention to detail, skillful organization and handling of men are a c k n o w l e d g e d achievements of Mr. O'Donnel.



James C. McKalip, Auditor of the Bessemer & Lake Erie Railroad Company is a native of Parnassus, Pa. He is the son of James T. McKalip and Mary Elizabeth McKalip; was educated in Parnassus Public Schools and at the age of seventeen obtained a position in Accounting Department of the Allegheny Valley Railroad Company. When that company was absorbed by the Pennsylvania Railroad Company, Mr. McKalip accepted service with the latter organization and located in Philadelphia, later entering employ of the Bessemer & Lake Erie Railroad Company and subsequently was appointed Auditor; is a member of the Duquesne Club, Pittsburgh Athletic Association, Young Men's Republican Tariff Club. Traffic Club of Pittsburgh, German Club of Pittsburgh and Pittsburgh Lodge No. 484, Free and Accepted Masons. Mr. McKalip is the type of strong, self-reliant man who owes his advancement in life entirely to his own efforts.



John Alfred Brashear, distinguished manufacturer of the North Side, Pittsburgh, was born in Brownsville in 1840, the son of B. Brashear and Julia Brashear. He is a graduate of Western University of Pennsylvania, Princeton University, Wooster and Washington and Jefferson College. He married Miss Phoebe Stewart, of Pittsburgh, September 25, 1862. He learned the machinist trade and later became a mechanical engineer. Then entered his present business as manufacturer of astronomical and physical instruments. He was acting director of the Allegheny Observatory, acting chancellor of the Western University of Pennsylvania, past president Western Pennsylvania Engineers' Society and Pittsburgh Academy Arts and Sciences. He is a member of many distinguished scientific societies both in England, the continent and America.

Peter W. Hepburn was born at Stratford, Ontario, Canada, a son of Alexander and Jessie Wood Hepburn.

PETER W. HEPBURN. He received his education in the common and high schools, and studied book-keeping and penmanship in a business college; five years later for over a year was tutored by an expert mechanical engineer. He served a practical apprenticeship as a machinist, and then worked at the trade for 18 years, making a specialty along the line of water works, pumping engines and all kinds of power engines. During seven years of that time he was an erecting engineer. In March, 1908, Mr. Hepburn went to the Carnegie Institute of Technology as a member of the faculty, and was placed in charge of the machine department. Since that time he has added several features to the department, including instruction in automobile construction. He is married, has three children and is a member of the Masonic order.



John Wesley Beatty is Director of Fine Arts Carnegie Institute, Pittsburgh, and is a native of that city. He is the son of Richard Beatty and received his early education in Pittsburgh. He was a student at the Academy of Fine Arts and received the honorary degree of A. M. in the Western University of Pennsylvania 1900. He married Miss Cora B. Hamnett of Pittsburgh in 1883. He executed the etching "Return to Labor" now in the Evans collection, Washington. He has served frequently as a member of juries on paintings, advisory boards and art commissions. He is a member of well-known art societies and is an author on art subjects.

WICKLIFFE CAMPBELL LYNE.

Wickliffe Campbell Lyne, Pittsburgh manager of the Union Central and senior ex-president of the Pittsburgh Life Underwriters' Association, is a Virginian by birth, a Pennsylvanian by residence and business interests for more than forty years.

He belongs to one of the oldest and best families of Virginia, represented with distinction by Colonial and Revolutionary officers and by members of the House of Virginia Burgesses, Congress and President's Cabinet. The family came originally from Bristol, England—the resident town of William Penn—and brought with them the family's coat-of-arms, honored by the character and achievement of ancient Scotch and English ancestry.

William Lyne, his great grandfather, was an ardent patriot in the American Revolution, serving on Committee of Safety, 1775, and Colonel of Minute-men, 1776, and before and during the Revolution as a prominent member of the House of Burgesses, George Washington, Thomas Jefferson, Patrick Henry, Peyton Randolph and Edmund Pendleton being actively associated with him as fellow members. Prominent also in family connection were Colonel



George Baylor, of Washington's staff; General Thomas Dunbar (descendant of Earl of Dunbar), of the French and Indian War, the Commander-in-Chief of the British forces in North America after Braddock's defeat; Sir Richard Waller, "the Hero of Agincourt," whose capture of the French Prince of Orleans added the Ducal Crest to his arms, is in the direct line of descent on Mr. Lyne's mother's side—Mary Dunbar Edwards. The congressional tariff leader, William Lyne Wilson, author of the "Wilson Bill" and Postmaster General in Cleveland's Cabinet, was nephew of Dr. Robert Baylor Lyne, father of Wickliffe C. Lyne.

W. C. Lyne, after graduating in 1870 with honor in classics and sciences at Bethany College, West Virginia, engaged in educational work for fifteen years, serving with marked efficiency and success as principal of the Classical Academy at Burgettstown, Pa., Normal School, Claysville, Pa.; principal of the Washington, Pa., high school, and for five years as principal of Park School in Pittsburgh; and lecturer for several years on literature and history in a normal college. His reputation for scholarly work brought him the offer of the chair of Latin and Greek at Bethany College, the chair of Belles Letters from another honored institution of learning, the presidency of a normal college in Ohio and of a State normal college in Pennsylvania. Declining these, he accepted the position of manager for Western Pennsylvania and West Virginia of National Life of Vermont, in which field his executive ability, unswerving integrity and business initiative made him conspicuously successful. He was recognized by the Governor of the State as one of the foremost underwriters of Pennsylvania. His services were sought by other larger corporations, and he accepted the general management in Pittsburgh and adjoining terri-

tory of the Union Central—the largest financial institution in Ohio, and one of the leading great life insurance companies. He was one of the organizers of the Pittsburgh Life Underwriters, served twice as chairman of the Executive Committee and once as president. His writings and discussions of life insurance attracted wide attention and were favorably noticed by the European press; and his address before Alumni College Association and State convention were scholarly and forcible.

He was one of the three Pennsylvania underwriters appointed to secure anti-rebate legislation at Harrisburg, and the successful passage of this bill was followed by similar statutes in over forty States.

Mr. Lyne has been identified with civic and public interests, serving on the directorate of a national bank, trust company and insurance company, and as trustee of the Pittsburgh Art Society, the Mozart Musical Society, board of directors of Bethany College, Sons of American Revolution, and as a member of the Academy of Science and Art, Historical Society, the American Academy of Political and Social Science of Philadelphia. He is a member of the Pittsburgh Chamber of Commerce and the Duquesne Club.

Mr. Lyne's children are: Wickliffe Bull, of Princeton, 1901; Robert Addison, Sarah Harman and Virginia Brown. His wife, Mary Winters, deceased, was a Colonial Dame by direct descent of Governors Henry Bull, Wm. Hutchison and John Coggeshall, Colonial executives of Rhode Island and founders of Portsmouth and Newport.



Arthur Arton Hamerschlag, educator and engineer, was born in Nebraska in 1867, the son of William and Frances Hamerschlag. He was educated in the public schools of Omaha and New York and by private tutors; and received the honorary degree of Sc.D. from Lehigh University and Western University of Pennsylvania, and LL.D. from Trinity College, Hartford, Conn. He married, December 23, 1901, Miss Elizabeth Ann Tollast. He was superintendent of St. George's Evening Trade School, New York, 1892-1903; and has been director of the Carnegie Institute of Technology, Pittsburgh, since 1903. He is a member of the Society for the Promotion of Engineering Education, American Association for the Advancement of Science, Western Society of Engineers, Pittsburgh City Planning Commission and Chamber of Commerce, and of the Duquesne Club.

Clifford Brown Connelley, M. A., Sc.D., is a son of George and Elizabeth Brown Connelley, and was born in Monongahela City, Pa., March 18, 1863. He is head of the School of Applied Industries of the Carnegie Institute of Technology and a member of the Board of Public Education of Pittsburgh; a member of the American Society of Mechanical Engineers, and other scientific organizations. He is president of the Manual Arts Association of Allegheny County, a member of the Pittsburgh Athletic Association and Americus Republican Club. He is author of numerous papers on industrial education. His past service as an educator includes his work as principal of the Fifth Ward Manual Training School, North Side, Pittsburgh; superintendent of mechanical department, Western University of Pennsylvania; supervisor of industrial schools, old Allegheny and Pittsburgh.



S. B. McCORMICK.

Chancellor Samuel Black McCormick, head of the University of Pittsburgh, was born May 6, 1858, in Irwin, Westmoreland county, the son of Dr. James Irwin McCormick and Rachel Long Black McCormick. He was graduated in 1880 from Washington & Jefferson College with the degree of Bachelor of Arts. In 1883 that institution conferred upon him the degree of Master of Arts; in 1897, Doctor of Divinity, and in 1902, Doctor of Laws. He read law with H. H. McCormick, Esq., from 1878 to 1882, and was admitted to the Allegheny county bar in July, 1882. He practiced in Pittsburgh during 1882 and 1883 and in Denver, Colorado, from 1883 to 1887. He was graduated from the Western Theological Seminary in May, 1890; served as pastor of the Central Presbyterian Church of Allegheny city from 1890 to 1894; from then until 1897 pastor of the First Presbyterian Church in Omaha, Nebraska; president of Coe College, Cedar Rapids, Iowa, from 1897 until 1904, when he became chancellor of the University of Pittsburgh.



H. W. CRAVER.



Harrison Warwick Craver, librarian of the Carnegie Library of Pittsburgh, was born in Owaneco, Illinois, August 10, 1875, the son of Harrison Eugene and Caroline E. (Weirauch) Craver. His early experience was as an expert chemist. In 1900 and 1901 he was technology librarian in Carnegie Library, Pittsburgh; during 1902, assistant superintendent of the Allegheny Iron & Steel Company; from 1903 to 1908, he was again technology librarian in Carnegie Library, and from 1908 to date, has been the librarian in that institution in Pittsburgh. He is a counselor and a member of the Executive Board of the American Library Association; and a member of the Pennsylvania Free Library Commission; and in 1908-09 was president of the Keystone State Library Association. Mr. Craver is a member of the following clubs: University, Pittsburgh; Pittsburgh Golf; Automobile, Pittsburgh; American Association for the Advancement of Science; American Chemical Society; the Engineers' Society of Western Pennsylvania, and the American Library Association. June 17, 1902, he married Adelaide Nevins Martin.



James Anderson Kelso, president of the Western Theological Seminary, was born at Rawal Pindi, India, June 6, 1873. His parents were Alexander P. Kelso and Louisa M. (nee Bolton) Kelso. He graduated from Washington and Jefferson College in 1892; from the Western Theological Seminary in 1896; was a student in the University of Berlin for two years; received the degree of doctor of philosophy from the University of Leipzig, *summa cum laude*, in 1900. Dr. Kelso was ordained in the Presbyterian Church in 1898, and ever since has been connected with the Western Theological Seminary as professor, acting president and president. Among the organizations to which he belongs are the Society of Biblical Literature and Exegesis and the Archæological Institute of America. He is an author of note. His wife was Miss *Welhelmina* Wise.

To be known as a good teacher is glory enough in the estimation of Edmund Thomas Overend, president and director of the Reno Business College, of Pittsburgh.

EDMUND THOMAS OVEREND.

Mr. Overend was born in Peel county, Ontario, Canada, the son of James and Elizabeth Warren Overend. In his early youth he attended the country public schools of Canada, graduating later from the high school of Caledonia, Ontario, and from the Ottawa (Ontario) Normal School. Mr. Overend says that his best teaching equipment was obtained in the "College of Hard Knocks."

He spent his early years on a farm and taught about three years in the public schools. Since that time he has devoted his energies and time to teaching in private business schools, the most of this twenty-year period having been spent in Pittsburgh.



W. Wallace Miller was born in Pittsburgh June 13, 1858, the son of William George Miller and Mary

W. WALLACE MILLER.

(nee Boyd) Miller. He was educated in the Pittsburgh public schools, and at the age of 15 went to work for Arbuthnot, Shannon & Company, now the Arbuthnot-Stephenson Company. Promoted rapidly, in 1904 he was elected president of the company. In 1909 he resigned and retired from active business life. He is vice-president of the Standard Life Insurance Company and the American Sparkler Company, both of Pittsburgh; treasurer of the Pittsburgh Tile Manufacturing Company, and treasurer of the Pittsburgh Theological Seminary of the United Presbyterian Church of North America. Since retirement, Mr. Miller has devoted his time to the work of the United Presbyterian Men's Movement and Brotherhood. He belongs to the Duquesne Club and the Ben Avon Country Club.

R. A. HUTCHISON.

Robert Alden Hutchison, teacher, divine and author, is one of the most prominent ministers in the United Presbyterian Church in Pennsylvania. Born in Claysville, Washington county, Pennsylvania, February 8, 1862, a son of James and Mary Robison Hutchison, he attended Monmouth College, Monmouth, Ill., was graduated in 1888, and took up his theology at Xenia Theological Seminary, Xenia, O., completing his studies in 1891. He began the work of a new congregation in Altoona, Pa., and remained there until 1907, when he was elected by the General Assembly of the United Presbyterian Church as national secretary of the Board of Home Mission, which position he still holds. In 1907 he received the honorary degree of doctor of divinity from Grove City College, Muskingum College and Monmouth College. He was elected president of Muskingum College, Ohio, in 1904, but declined. He was moderator of the Pittsburgh Synod of the United Presbyterian Church in 1901.



WILLIAM J. HOLLAND.



William J. Holland, Director of the Carnegie Museum, Pittsburgh, is a world famous zoologist. He was born in Jamaica, West Indies, August 16, 1848, of American parentage, son of F. R. and Eliza Augusta (Wolle) Holland. He is a graduate of Moravian College and Theological Seminary, Bethlehem, Pa., Amherst College, Princeton Theological Seminary and has been the recipient of numerous honorary degrees. Dr. Holland married Miss Carrie T. Moorhead of Pittsburgh, January 23, 1879. After a distinguished ministerial career in Philadelphia and Pittsburgh he became Chancellor of the Western University of Pennsylvania. He was naturalist of the U. S. Eclipse Expedition to Japan in 1887 and to West Africa in 1889. He is recognized as an authority in zoölogy and paleontology, and has contributed largely to the literature of these sciences. Dr. Holland has been decorated by many European monarchs, and is an honorary member of many scientific societies both at home and abroad.



Charles Newell Boyd, teacher of piano music, organ music and musical theory, was born at Pleasant Unity, Pa., December 2, 1875. His parents were the Rev. A. Fulton Boyd and Mrs. Anna (nee Paul) Boyd. Mr. Boyd attended Poland Union Seminary, at Poland, O., and graduated from the University of Pittsburgh with the class of '94.

Few Pittsburghers have attained greater achievements in the field of music than Mr. Boyd. Following a number of successful years as a private teacher of music, he became instructor in church music in the Western Theological Seminary on the North Side in 1903, a position which he still holds. He has been organist and musical director of the North Avenue Methodist Episcopal Church since 1894. Mr. Boyd's business address is 6025 Jenkins Arcade, Pittsburgh.

J. H. Gittings, distinguished pianist, and contributor to musical publications, is best known, perhaps, as the author of his pamphlet, "A New Musical Truth," in which is discussed the "scientific management of all parts of the human mechanism evolved in the development of a piano technique." Few Pittsburghers have achieved greater fame in the musical world than Mr. Gittings, and his home, at 5535 Ellsworth avenue, is a meeting place for the great musicians of the country. Among the many noted musicians, who have commented favorably upon "A New Musical Truth," are Fred W. Taylor, Philadelphia; Moritz Rosenthal, Germany; Asa Yohe Borchard, Paris, France; L. Von Kunitz, Vienna, Austria; Arthur Hartman, New York; Leopold Godowsky, Vienna; Myrtle Elwyn and Henrietta A. Cammeyer, New York; Tura Lerner, Berlin; Earl Mitchell, Alfred Calzen, Chicago; Drake School of Music; Peter C. Kennedy, Walter Kirschbaum, Toronto, Canada; Katharine Wilson Schauflier, Seal Harbor, Me.; Mary Ray Ure, Pittsburgh.

J. H.
GITTINGS.



Morris Stephens, the voice teacher of Pittsburgh, was born at Dowlais, Wales, and began singing in public at the age of six, winning a prize. He won over fifty prizes before he was fifteen. At thirteen he led a juvenile choir to success in a large Eisteddfod, and received two diplomas from the Curwen School of Music, London. In 1882 he came to Pittsburgh and successfully directed the Cambrian Male Chorus and the Schubert Male Chorus. After further study in Europe, in 1891 he became tenor soloist at the Shadyside Presbyterian Church, and one of the faculty of the Duquesne Conservatory of Music. Later he was associated with many leading churches as tenor and director. For many years he has been considered one of the leading voice teachers and singers of Pittsburgh.

MORRIS
STEPHENS.



R. B. SAVAGE.

Ralph Butler Savage, teacher of vocal music, was born in Jacksonville, Illinois, September 16, 1870. His parents were William Henry Savage and Georgiana (nee Butler) Savage. Even while a pupil in the public school Mr. Savage showed unusual musical talent. Parents, relatives and teachers all agreed that the lad had a voice worth cultivating. So after four years' study in Boston with Hubbard, Winch and Coolidge as instructors he went abroad. In Paris he studied under Sbriglia and De Lamarque until the natural quality and volume of his voice were under perfect control and trained to express accurately and with feeling the most difficult musical compositions. During the last 18 years Mr. Savage has been remarkably successful in developing and cultivating the human voice and in preparing repertoires in various schools and languages. Mr. Savage has a pleasing personality with highly developed musical talent and innate skill as a teacher. He resides in Pittsburgh.



A. A. LAMBING.



A unique figure is the Rev. Father Andrew Arnold Lambing, a priest of the Catholic diocese of Pittsburgh, and a historian and writer of wide reputation. He was born in Manorville, Pennsylvania, February 1, 1842, being the son of Michael Anthony and Anne Shields Lambing. He was ordained to the priesthood by Bishop Domenech, August 4, 1869, then went to St. Francis College, Loretto, and taught. January 5, 1870, he was appointed pastor of St. Patrick's church, at Cameron Bottom, Indiana county. April 21 that year he was transferred to St. Mary's church, Kittanning. January 17, 1873, he was appointed to St. Mary's church, Freeport. July 8 of that year he was named chaplain of St. Paul's Orphan Asylum, Pittsburgh. January 7, 1874, he was appointed to the Church of Our Lady of Consolation, Pittsburgh. He had a remarkably successful career there, being president of the Catholic Institute. His writings have been manifold, his histories particularly notable.

DR. F. M. SCHRACK.



Frank M. Schrack, physician and banker, was born February 9, 1879, in Confluence, Pennsylvania. His parents were Singleton Schrack and Elizabeth Schrack. After finishing a course of study in the grammar schools and in the high school near his home, Dr. Schrack entered the Western University of Pennsylvania, graduating from the medical department in 1903. Since then he has been engaged in the practice of medicine in Pittsburgh.

Dr. Schrack is actively interested in all projects for the civic betterment and improvement of Pittsburgh. For four years he was school director in the old Sixteenth ward of the city. He is president of the Polithania State Bank, on the South Side of Pittsburgh; belongs to the American Medical Society, the Pennsylvania State Medical Society and the Allegheny County Medical Society. His present address is 2417 Carson street, Pittsburgh.

JAMES B. CLARK.

James B. Clark was born in Pittsburgh February 17, 1871, the son of James L. Clark and Laura M. Clark. He was educated in the public schools of Pittsburgh and Indiana, Pa., and in the State Normal School at Indiana. He is engaged in the manufacture and distribution of motion picture films and the operation of motion picture and other theatres, and is a leading real estate dealer in Pittsburgh. He is treasurer and director of the Pittsburgh Calcium Light and Film Company; a director of the Independent Film Company; director of the Pittsburgh Photoplay Company; treasurer and director of the Feature Film and Calcium Light Company; president and director of the Cameraphone Company of Pittsburgh; treasurer and director of the General Amusement Enterprises; president and director of the Arsenal Theatre Company, and president and director of the Oakland Theatre Company, and actively connected with other amusement enterprises. Mr. Clark is a Mason.



HERMAN WILLIAM HECKELMAN.

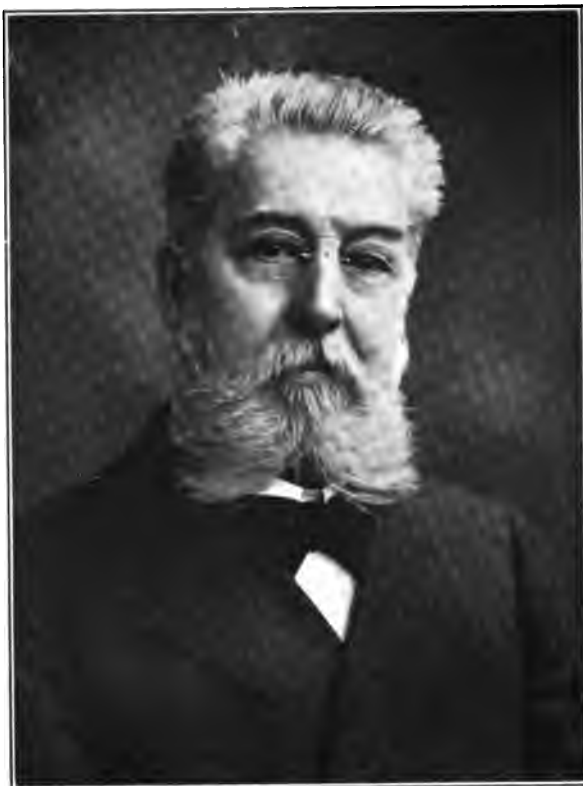
Herman William Heckelman, distinguished army surgeon and specialist in diseases of the eye and ear, was born August 10, 1848, in Lindau, Kingdom of Bavaria, Germany. His parents were Martin Heckelman and Katharine (nee Von Fritzhie) Heckelman.

When a small boy Dr. Heckelman was brought to Allegheny, now the North Side of Pittsburgh, by his parents. For a short time Dr. Heckelman attended the primary schools of his native land. Following this he was a pupil in the public schools of the old Third ward of Allegheny. Then he studied in a German academy for a few years, following which he entered the Jefferson Medical College of Philadelphia, from which he graduated with the degree of doctor of medicine in 1869. Not content with a medical education which most men would consider sufficient to fit them for the practice of their profession, Dr. Heckelman spent the next three years in special medical research at Munich, Vienna and Preolia.

Dr. Heckelman was surgeon in the German army during the Franco-Prussian War in 1870 and 1871. He saw much hard service and was often in great personal danger. The army surgeon usually stays in the hospital tent well to the rear of the army and out of range of hostile bullets. Sometimes, however, in the bloody conflict between the French and Germans the ebb and flow of the battle would bring the hospitals within range of the enemy's guns, and sometimes hostile shells would tear through the rooms where the wounded lay, carrying danger and death to physicians, nurses and injured alike. Dr. Heckelman was given an iron cross of the second class by the German government for this service.

For 25 years Dr. Heckelman was a professor in the Western Pennsylvania Medical College, now the Medical Department of the University of Pittsburgh, where he taught the diseases of the eye and ear. There are few men in Pennsylvania, or the entire United States for that matter, who know more about this subject than Dr. Heckelman. He received a bronze medal for an exhibit of anatomical preparations and specimens illustrating the diseases of the eye and ear, which was shown at the Philadelphia World's Fair in 1876.

Dr. Heckelman was the first and only chairman of the Civil Service Commission of the former city of Allegheny, under Mayor Charles F. Kirschler, and vice-president of the first Civil Service Commission of Pittsburgh, under Mayor George W. Guthrie. He was a member of the Sinking Fund Commission of old Allegheny, and of Pittsburgh from 1907 until 1913. Dr. Heckelman is a member of many medical organizations. He is expert examiner of the Bureau of United States Examining Surgeons. He belongs to the Allegheny County Medical Association, Pennsylvania State Medical Society and the National Medical Association. Ever since the completion of the medical course in Jefferson College, Dr. Heckelman has been busily engaged in original research work and in the practice of his profession.





**LORENZO
WATSON
SWOPE.**

Lorenzo Watson Swope, practicing general surgeon of Pittsburgh, was born in Fulton county, Pa., May 10, 1862, the son of William and Lydia (Hockensmith) Swope. He received his early education in the public and normal schools, and his degree of medicine at the Western University of Pennsylvania; served as interne of the Western Pennsylvania Hospital and became associated with Dr. Thomas McCann. He succeeded Dr. McCann at his death, in 1903, as general surgeon to the Western Pennsylvania Hospital. Dr. Swope is also surgeon to the Passavant Hospital, consulting surgeon to the South Side Hospital, the McKees Rocks Hospital, the City Hospital of Washington, Pa.; chief surgeon to the Wabash, Wheeling & Lake Erie Railways. He is a member of county and state medical societies, and others; of the Duquesne, University, Country and Press Clubs of Pittsburgh, the Pittsburgh Athletic Association and the Masonic order. Dr. Swope was married to Miss Sara Forsythe in 1889.

Doctor George Clyde Kneedler, of Pittsburgh, was born February 22, 1868, in Indiana county, Pennsylvania. He is the son of John A. Kneedler and Sarah C. (Ritew) Kneedler. He attended the public schools of Indiana county and later the Indiana State Normal School. He was graduated from the University of Valparaiso with the degrees of bachelor of science and civil engineer. He later attended the Western University of Pennsylvania, and from that institution was graduated with the degree of doctor of medicine in 1892. The doctor is also prominent in the business world, being vice-president of the Manchester Savings Bank & Trust Company. He is also a writer, being the editor of the ear, nose and throat department of the *Pittsburgh Medical Journal*.

**GEORGE
CLYDE
KNEEDLER.**



Alfred William Duff, of the Allegheny county bar, was born in Manordale, Westmoreland county, Pennsylvania, June 6, 1858, a son of Dr. James H. Duff and Sue T. Duff. He was educated in Laird Institute, Murrysville, and later he took the collegiate course at the University of Pittsburgh, after which he was admitted to the bar of Allegheny county. He was married to Miss Mary Boyd, a daughter of William and Louise Boyd, of Wilksburg, Pa., and has two children, William Boyd Duff and Louise Duff. His residence is at 1200 Center street, Wilksburg. The firm of Duff & Carmack, with offices in the Berger building, Pittsburgh, is well and favorably known. Mr. Duff is the senior member, and the firm during past and recent years has figured in many prominent legal cases.

**ALFRED
WILLIAM
DUFF.**



ELGIE LA VERNZE WASSON.

Elgie La Vernze Wasson, famous surgeon and business man, was born in New Castle, July 12, 1874. His parents were William J. Wasson and Samantha Jane (nee Runbaugh) Wasson. His father is an architect and contractor doing business in Butler, New Castle and Grove City.

Dr. Wasson obtained his early education in the public schools of Butler county, later attending Sunbury Academy. After graduation from the academy he taught school for three years. Dr. Wasson then entered Baltimore Medical College, from which he graduated with the degree of doctor of medicine in 1898. He afterward entered the University of Johns Hopkins, finishing from that institution in 1902.

The first field he chose for practice was Callery, Butler county, where he engaged in general medical practice. In 1904 he went to Butler, where he became a specialist in surgery and gynecology. During his residence in Butler he was connected with the Butler County General Hospital, of which he is now head surgeon. Dr. Wasson has taken

several post-graduate courses in his specialties. He is a wide reader and has kept fully abreast with modern theories and discoveries.

Dr. Wasson is a member of the county, state and national medical societies. He has held the presidential chair in the county organization. His fame for skill has spread throughout the surrounding districts. His practice has been unusually large owing to the prominent position he holds in the surgical profession. He is company surgeon for the Baltimore & Ohio Railroad Company for Butler district.

Dr. Wasson has risen to prominence in politics. In 1908 he was elected representative to the State Legislature, and was re-elected in 1910. During his four years of service he was a member of many important committees, including the Health and Sanitation committee, of which he was chairman during his second term. Other committees to which he belonged are: Banks and Banking, Mines and Mining, Good Roads, Educational, Military Affairs, Fish and Game, and Congressional Apportionments.

Dr. Wasson has held interest in oil lands for the past 10 years, and has been for that length of time actively engaged in the oil producing business. He is a director in the Evershed Land and Improvement Company, Niagara Falls, N. Y.; the New York Suburban and Realty Company, of New York city; director and vice-president of the Western Slope Copper Mining and Smelting Company, of Grand Junction, Col.; of the California Touring and Land Company, of Pittsburgh, and of the Sun Film Manufacturing Company, of Pittsburgh.

Few men stand higher in the Masonic order than does Dr. Wasson. He is a member of the Harmony Lodge, No. 429; Butler Chapter, No. 273; Loraine Commandery, No. 89; Syria Shrine, of Pittsburgh, and the Pittsburgh Consistory, in which he holds the thirty-second degree. He belongs to the Benevolent Protective Order of Elks, Lodge No. 170, of Butler; the Butler Country Club, the Oil Men's Carnival Association, and others.

Dr. Wasson was married twice. The second wife and one child are living. Both Dr. and Mrs. Wasson are members of the Presbyterian Church.





EDWARD L. DAWES,
Second Vice-President, Standard Sanitary Manufacturing Company.

FRANCIS J. TORRANCE.

Francis J. Torrance is an example of Pittsburgh's self-made men. A man of unusual stability of character, independence of action, large philanthropy, and great business ability, Mr. Torrance has been a factor in the moral, business and financial uplift of his native city.

He was born on the North Side June 29, 1859, the son of Francis and Jane W. Torrance. Mr. Torrance has spent the entire period of his life in the one neighborhood. He was educated in the Allegheny public schools and later in Western University of Pennsylvania.

In 1875 he organized the Standard Works, River avenue, North Side, and is still identified with the same company, although it was consolidated with many other smaller companies into the Standard Sanitary Manufacturing Company later. Pittsburgh is the home of the "Standard" plumbing fixtures and supplies, the original place where they were first manufactured, and it is to Francis J. Torrance, with his impressive personality and exceptional business principles and foresight that Pittsburgh today owes its standing as the chief manufacturing center for these supplies.

When Mr. Torrance organized his company, 36 or more years ago, there was only a small building to work in. Now the Standard Sanitary Manufacturing Company has five plants, employing 6,000 men. In addition it has numerous showrooms, warehouses, branches and agencies in the principal cities of both hemispheres.

Mr. Torrance founded his business on one principle, "cleanliness." This is in operation and in ethical conception. His supplies are world-known.

During the years of the existence of the company as a consolidated business, Mr. Torrance has been actively engaged in supervision and direction of the manufacturing interests. He has served in all capacities under the company, having been vice-president and chairman of the executive committee for more than 13 years.

Aside from the gigantic and specific work of the manufacturing plant, Mr. Torrance has closely identified himself with all the charitable and philanthropic labors of the State and his own city.

He is a central figure in every philanthropic movement that has been propagated within the last decade and a half. He has given money for the support of uplift endeavors, and has given his personal services and supervision to the direction of all the great and small charities of the State. His private philanthropies are most extensive. In Pittsburgh charities he is a prominent factor. He has been president of the State Board of Public Charities for many years, and has served continuously as Commissioner of Charities since 1895.

For many years his river interests were extensive, and he continues to hold stock in river companies. The *Francis J. Torrance*, the largest excursion boat ever operated in local waters, was owned by Mr. Torrance. Because of its immensity it was finally sold to a Cincinnati company for use in the lower Ohio and Mississippi rivers.

Mr. Torrance is one of the directors of the Pittsburgh Exposition Company, and has been one of the promoters of the exhibit and publicity for Pittsburgh's annual show for many years.

Mr. Torrance is a staunch Republican in politics. He represented his ward and party for three terms of four years each in council. He was president of the select council of Allegheny when that city consolidated with Pittsburgh.

As a clubman Mr. Torrance has a national reputation. He has been a member of the Duquesne and Union Clubs since their inception. He also has membership in the Pittsburgh Country Club and Pittsburgh Athletic Association. He is a member of the New York Club of New York, the Strollers, the Fulton Club, the Manufacturers' Club of Philadelphia, the Pennsylvania Club of Washington, D. C., and the Pittsburgh Press Club.

He was married in 1884 to Miss Mary R. Dibert, of Allegheny, and is an active member of the Sandusky Street Baptist Church.

W. A. MYLER.

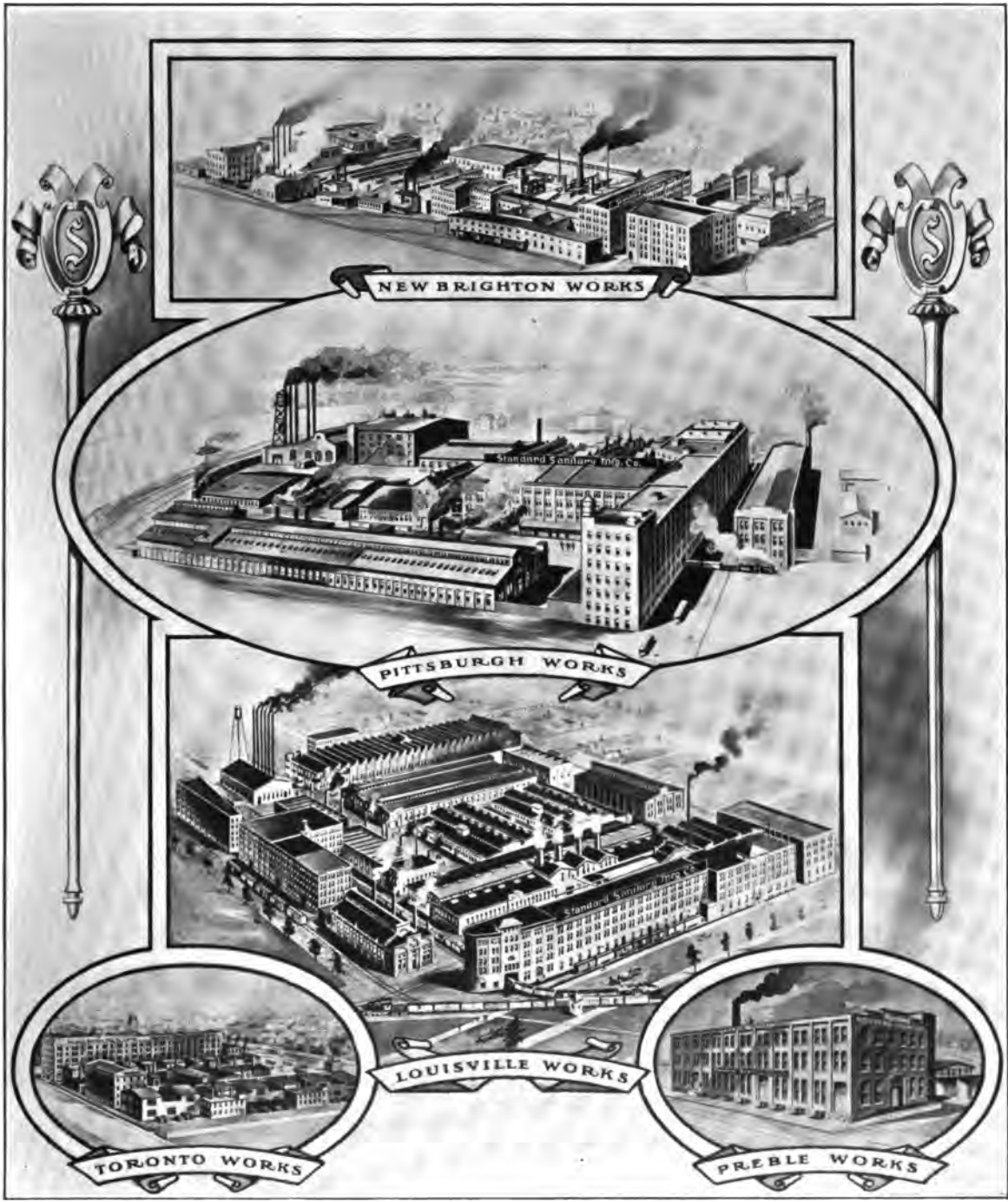


William Albert Myler of Pittsburgh is the son of John A. and Mary Jane Myler. Mr. Myler received his early education in the Fourth ward public school, of old Allegheny. He was connected with the wholesale dry goods business, in the firm of T. T. Myler & Company, in Wood street, from 1866 to 1875; associated also with Auday, Myler & Allison in the dry goods business, and with Myler Bros. in the flour and feed business in old Allegheny for two years. For nine years he was with the Standard Manufacturing Company, then Dawes & Myler started in the foundry and enameling business in New Brighton, and Mr. Myler became identified with them. January 1, 1900, Mr. Myler joined the ranks of the Standard Sanitary Manufacturing Company as secretary and treasurer, this company being a consolidation of Dawes & Myler, the Standard Manufacturing Co., Ahrens & Ott Mfg. Co. and several other plants. Mr. Myler is a member of the Duquesne, Union, Oakmont Country and the Beaver Valley Country Clubs.

A. A. FRAUENHEIM.

August A. Frauenheim, banker and manufacturer, was born in Pittsburgh November 10, 1866. He was educated at Duquesne University of Pittsburgh, and St. Vincent College, at Beatty, Pa., graduating from the latter institution in 1884. His parents were Edward Frauenheim and Mary Meyer Frauenheim. Mr. Frauenheim is president of the Iron City Sanitary Manufacturing Company of Pittsburgh, manufacturers of iron enameled sanitary ware; president of Epping-Carpenter Pump Company of Pittsburgh, manufacturers of pumping machinery; president of Zelenople Land Company; vice-president German National Bank of Pittsburgh; director Pittsburgh Brewing Company, Wheatly Hills Land Company of Long Island and Pittsburgh Hospital. He is a member of the Duquesne Club of Pittsburgh, Pittsburgh Athletic Association, Pittsburgh Country Club, Press Club and German Club. He was married in 1890 to Marie A. Dietrich. There are no children.





FACTORIES OF THE STANDARD SANITARY MANUFACTURING CO.

STANDARD SANITARY MANUFACTURING CO.

THE first "Standard" Porcelain Enameled Bath was made in 1875, in the River Avenue plant of the Standard Manufacturing Company, Allegheny, now a part of Pittsburgh, Pennsylvania. The capital of the company was \$75,000; number of employes, 100; and daily factory capacity, two baths. The public's appreciation of sanitation was not then awakened nor developed, and the production of two bath tubs per day was considered remarkable.

The first attempts to apply a white enamel coating to an iron body were found to be extremely difficult and costly. However, the difficulties were thought to be eventually possible of solution, and the "Standard" product of today is ample proof of this. What has been accomplished has been the result of long and diligent labor, research and study, and the expenditure of large sums of money.

From a very small organization the Standard Sanitary Manufacturing Co., of Pittsburgh, has grown to the largest in the world in its line, and its product is sold and used in every part of the civilized world.

The present company was incorporated in the year 1900 with a capital of \$5,000,000, which has since been increased to \$10,000,000. The number of employes is over 5,500, and the combined daily factory capacity is 2,000 bath tubs, 2,000 lavatories, 2,000 sinks, and a large output of miscellaneous fixtures, plumber's brass and wood work.

The original "Standard" plant of 1875 occupied only two-thirds of an acre of ground, with buildings containing 60,000 square feet of floor space. Today the factories cover over forty-seven acres of ground with buildings having 2,200,000 square feet of floor space.

There have been sold over 3,000,000 "Standard" Bath Tub, 3,000,000 "Standard" Lavatories, and over 10,000,000 miscellaneous fixtures, and while the quality has constantly increased, the selling price to the consumer has steadily decreased, until today genuine "Standard" Plumbing Fixtures are within the reach of every builder.

A. E. ARROTT.

Albert E. Arrott, director in the United States Sanitary Manufacturing Company, was born in old Allegheny City November 7, 1877. He is the son of J. W. Arrott, Sr., and Isabella Waddell Arrott.

Mr. Arrott received his education in the public schools of Sewickley and in the Lawrenceville Preparatory School of Lawrenceville, New Jersey.

Mr. Arrott is identified with several railroad companies, holding large interests. He is vice-president and director of the United States Sanitary Manufacturing Company, which is noted for the manufacture of enamel ware and plumbing supplies.

Aside from his railroad and manufacturing interests Mr. Arrott is interested in the National Guard of the State. He is a member of Company F, Fourteenth Pennsylvania Volunteers of 1898, and also of the German Club of Pittsburgh.

DAVID HERBERT HOSTETTER.

David Herbert Hostetter, president of the Hostetter Company of Pittsburgh, is the son of a distinguished manufacturer, railroad builder, oil and gas pioneer and banker of Pittsburgh. From his father he inherited vast holdings in a large number of profitable enterprises, but of late years he has resigned his offices in those institutions. All of his attention is being devoted to the manufacture of the preparation that brought to his family fame the world over.

Mr. Hostetter's grandfather was a physician of Pittsburgh, and it was from him that the recipe for the famous Hostetter's Bitters was obtained. His son, the father of the subject of this sketch, associated himself with George W. Smith, of Lancaster, and the two, by extensive advertising, brought their product in demand in every part of the country. With the increase of the elder Hostetter's fortune he decided to invest heavily in some of the enterprises then beginning to interest the people. He became a pioneer in oil and natural gas, and financed several companies. He was instrumental in the founding of the old Fort Pitt National Bank and was a director in the Farmers Deposit National Bank. He promoted railroad construction and did much toward the building of the P. & L. E. Railroad. For a period of time he was the president of the Pittsburgh, McKeesport & Youghioghenny Railroad, and had an interest in the Pennsylvania. At the time of his death, in New York, November 6, 1888, his son had been married to Miss Miriam R. Gerdes just one year. He immediately took hold of the interests left by his father and has since then been in general charge.



David H. Hostetter was born in Allegheny, August 31, 1859. After studying under private tutors he began a preparatory course at the Western University. In 1877 he went to Germany, where he studied for one year at Heidelberg University. Upon returning to Pittsburgh in 1879, he graduated from Duff's College, and then, for the sake both of adventure and his health, he engaged in ranching and wheat raising in North Dakota and the Red Lands. He remained there one year, then returned to Pittsburgh to help his father with the burden of his many duties. There he took up work in the railroad and gas business. A short time previous his father's extensive oil holdings had been absorbed by the Standard Oil Company. But the railroad and banking interests kept him well occupied, and when his father died he was left to manage the large manufacturing plant here. Several years ago his duties became too manifold and he relinquished his position on various boards of directors.

In a social way Mr. Hostetter is thoroughly well known, not alone in Pittsburgh but in other large cities of the country. He is a member of the New York Yacht Club, the Larchmont Yacht Club, the Duquesne Club, the Pittsburgh Athletic Association, the Allegheny Country and the Pittsburgh Country Clubs, the Oakmont Club, the Eqwanok Country Club, and several others.

D. L. CLARK.



David L. Clark is one of the foremost men in Pittsburgh, or in fact in this country who saw the fortune to be made from the sale of specially treated popcorn. Mr. Clark was born in County Derry, Ireland, September 26, 1864, the son of Samuel and Jane Clark, and came to this country with his parents when he was but six years old. He was educated in the public schools of Pittsburgh. He is the inventor of the famous Zig-Zag confection. Besides being president of the D. L. Clark Company at Pittsburgh, Mr. Clark is president of the following companies: Youngstown Candy Company, at Youngstown, O.; LaBelle Candy Company, Steubenville, O.; Jewell Candy Company, McKeesport, Pa.; Fayette Candy Company, Uniontown, Pa., and several others. He is half owner of the Model Candy Company at Beaver Falls, Pa., and is a director in the First National Bank of McKeesport. He is the father of 13 children and is a 32nd degree Mason.

M. G. BRYCE.

Marion G. Bryce, president of the United States Glass Company, and a descendent of James Bryce, pioneer glass manufacturer of Pittsburgh, was born March 6, 1861, in Pittsburgh. His parents were John P. Bryce and Elizabeth (nee Griffin) Bryce.

Mr. Bryce's ancestors came from Scotland. His grandfather, James Bryce, a shrewd, far-sighted pioneer, who settled south of the Monongahela river in what is now the South Side of Pittsburgh, started in the manufacture of glass, a business in which his sons and grandsons have followed ever since.



GEORGE S. WARD.

George S. Ward, vice-president of the Ward Baking Company, a concern that is one of the largest and best known in the Pittsburgh district, was born in Allegheny City, and as a boy attended the old Sixth Ward public school.

While still a public school pupil Mr. Ward learned the baking business with his father, Hugh Ward, who was the original founder of the now famous Ward's bread. His later success in this business is due in no small degree to the training he received so early in life from his father. At the elder Ward's death, Mr. Ward succeeded him, taking charge of the business despite the fact that he was but seventeen years of age. At this period he attended the night sessions of Duff's College, taking a course in bookkeeping. When 21 years old he removed from Allegheny to the East End, Pittsburgh, and formed a partnership with his brother there, the firm being known as R. B. Ward & Company. In 1897 this company was incorporated under the name of the Ward-Mackey Company, of which George S. Ward was made vice-president, and, owing to his thorough understanding of the business, general manager.



In later years the Ward-Corby Company was organized, with Mr. Ward as vice-president. This concern installed bakeries in the cities of St. Paul, Chicago, Boston and Providence. In 1905 Mr. Ward secured control of the Ohio Baking Company, of Cleveland, and in addition to the caring for the operations of the Pittsburgh company, was president of the Ohio concern, directing its business affairs.

In 1911 the Ward Bread Company was organized, installing plants in the cities of New York and Brooklyn. In 1912 all of the above mentioned companies were consolidated and merged into the Ward Baking Company, a New York corporation, with headquarters in New York City and operating bakeries in New York, Brooklyn, Boston, Providence, Pittsburgh, Cleveland and Chicago, having fourteen plants in all, and being the largest producers of bread in the world.

In the fall of 1912, because of the location of the general offices in New York City, Mr. Ward moved to New York City from Sewickley, Pa., where he had resided for a number of years. He and his family are members of the First Methodist Episcopal Church of Sewickley, and he is a member of the Duquesne, Pittsburgh Athletic and Oakmont Country Clubs.

Mr. Ward is a life member of the Americus Republican Club, life member and Past Master of Duquesne Lodge, F. & A. M., Pittsburgh Chapter, R. A. M., Past Commander Duquesne Commandery, Knights Templar, and a member of Syria Temple, Nobles of the Mystic Shrine.

FAMOUS BISCUIT COMPANY.

A firm which has earned a flattering amount of success and has received the goodwill of the public is the Famous Biscuit Company, established at Nos. 1801-9 Forbes street. It is a corporation with a capital of \$500,000, organized for business February 1, 1905, by Thomas R. Mackey, John A. Simeral, Frank Wilbert and C. F. Crelier. The company manufactures crackers, cakes and biscuit. It was chartered under the name of the Thomas R. Mackey Baking Company. The company began active business February 1, 1906, and for four years was managed by Mr. Mackey. In 1909 the name of the company was changed to the title: "Famous Biscuit Company," and John A. Simeral was elected the new president and general manager, filling the office with rare discretion. During the present year the company has added to its manufacturing output a Sugar Wafer equipment, and the company's product has met with a steadily growing demand. The company's plant was erected especially for the purpose designed, and has a capacity for baking 150 barrels of flour daily. There are 90 men and 140 women employed, with 45 salesmen. Although in business only seven years, the Famous Biscuit Company has had unparalleled success, selling its product in five States. The quality of its cakes and biscuits is responsible for the company's remarkable growth. There are branches established at Altoona, Pa.; New Brighton, Pa.; Youngstown, O.; Wheeling and

Fairmont, W. Va. Charles F. Crelier, a baker of 40 years' experience, superintends the manufacturing; Frank Wilbert is the city sales manager, and John A. Simeral the general manager and the country sales manager.

John Archibald Simeral (originally and correctly, Simrall), president of the Famous Biscuit Company, was born in Bloomfield, Jefferson county, Ohio, but spent his young manhood at Steubenville, Ohio. His parents were William Ferguson Simeral and Nancy Davis Simeral. Mr. Simeral was educated in Steubenville's public schools, and the old Steubenville Grove Academy, and at a Pittsburgh business college. Mr. Simeral came to Pittsburgh in 1877, and entered the Auditing Department of the Panhandle Railroad. In 1881 he connected with a wholesale grocery, continuing until 1906, when he assisted in the organization of the now Famous Biscuit Company of Pittsburgh. His wife died March 15, 1895, leaving five children, who have been Mr. Simeral's pride.



JOHN A. SIMERAL.

Earle R. Marvin, manufacturer of food products, was born November 26, 1874, in Fayette street, Allegheny. His father was Sylvester S.

EARLE R.
MARVIN.

Marvin, of the S. S. Marvin & Company, now a part of the National Biscuit Company. His mother was Mathilda (nee Rumsey) Marvin. Mr. Marvin was graduated from Andover in 1893 and from Yale in 1896. He became superintendent of the Pittsburgh branch of the National Biscuit Company. In 1905 he resigned and organized the Pennsylvania Chocolate Company, of which he is manager. Mr. Marvin is director in the Commonwealth Trust Company and the West Penn Hospital, and belongs to the Sons of the American Revolution, the Theta Xi fraternity, the Pittsburgh Athletic Association, the Automobile Club of Pittsburgh, Pittsburgh Board of Trade and the Masonic Order.



HENRY J. HEINZ.

Henry J. Heinz, president of the H. J. Heinz Company, well known throughout the United States and foreign countries as packers of the "57 Varieties" of pickles, sauces and other condiments, is the son of Henry Heinz and Anna M. Heinz. Mr. Heinz was educated in the public schools.

During boyhood days when Henry J. Heinz was not in school he assisted his father, who was engaged in brick-making and contracting. There was always a deep bond of sympathy between the elder Heinz and his son. As the lad grew towards manhood this bond became stronger until at last the father came to depend almost entirely upon the son for the management of the little contracting business. At length the son was taken in as a partner. After this and upon the suggestion of the son a market garden was added to the contracting business. Soon the garden became the most profitable enterprise of the two.

In 1896 the son started a modest business of packing horseradish. This was the real origin of the H. J. Heinz Company. Soon the packing of pickles and other appetizing foods began. The cleanliness and purity maintained when Mr. Heinz worked in the first kitchen with his own hands, and which, perhaps, was the initial secret of his success, is continued today in what is one of the largest establishments of the kind in the world.

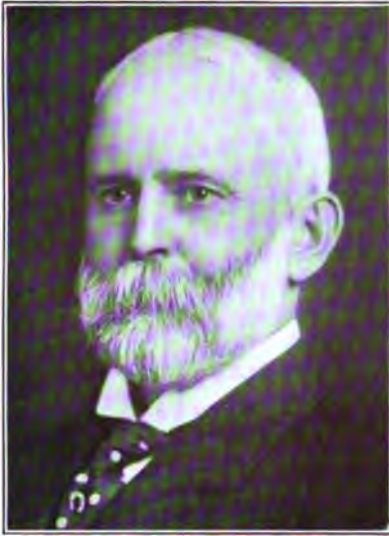
The parent plant is now located in the North Side of Pittsburgh. There are branch establishments in six States of the country and in three foreign countries. Branch warehouses are maintained in all parts of the world. Mr. Heinz is president of this company.

Mr. Heinz has few business interests outside of the preparation of foods. He is president, however, of the Winona Interurban Railway Company, and a director of the Union National Bank and of the Western Insurance Company.

A beautiful mansion in the East End of Pittsburgh, furnished with a large library and many collections of quaint and interesting relics, is Mr. Heinz's home. He belongs to the Duquesne, Union and Country Clubs, of Pittsburgh, and the Automobile Club of New York. He devotes less time, however, to amusements than do most business men. The close application necessary during his early life to win success has apparently become a habit from which it is difficult for him to break away. Much of his time is devoted to religious and educational work. Nowhere is Mr. Heinz more at home than among the boys and girls of his Sunday school. Rarely does he miss a session and the subject under discussion for the day is always thoroughly familiar to Mr. Heinz. He attends many church and educational conventions, and is president of the Pennsylvania State Sunday School Association.

Few business men carry the religious precepts taught in Church and Sunday school into the office or factory on week days as conscientiously as does Mr. Heinz. Libraries, reading rooms, bath houses of the most sanitary and modern type, lunch rooms, a large swimming pool are maintained in his North Side plant free to all the employes.





John H. Smitley is one of Pittsburgh's well-known business men. He is president of Reymer & Brothers, Inc., of Pittsburgh, a company which stands among the foremost candy, confectionery and cigar companies in this section of the country.

It was under Mr. Smitley's official guidance that the Reymer Company has grown and expanded with its success. The concern now has a model factory in Forbes street, Pittsburgh, probably not excelled for its purposes, and its products are known the country over.

Mr. Smitley also is a financial power, and no little of his prominence and esteem accrues from his membership in the directorates of the Commercial National Bank and the Commonwealth Trust Company, both of Pittsburgh. Mr. Smitley is a well-known member of the Duquesne Club of Pittsburgh.

William W. Warren was born in Drennen, Pa., September 22, 1869. He is the son of Perry D. and Eliza C. Warren. He was educated in the public schools and at the Iron City College, Pittsburgh. In 1886 Mr. Warren removed to Pittsburgh and early became identified with the ice manufacturing business. He first became affiliated with the Bruce Ice Company in 1887 and he remained with that concern until 1891. During the period covering 1892-98 he was prominently connected with the Eureka Ice Company. In 1899 he became general manager of the Pittsburgh Ice Company and he continues in that position today. Mr. Warren is a director of the East End Savings & Trust Company and of the Pittsburgh Board of Trade. He is a Mason, a member of the Pennsylvania Country Club and of Pittsburgh Lodge No. 11, B. P. O. E. He is a resident of the East End district, in Pittsburgh.

WILLIAM W.
WARREN.



A. J. SUNSTEIN.

The Thompson Distilling Company was purchased by A. J. Sunstein in 1889. This distillery makes only pure rye whisky, which is sold in all parts of the country. Sam Thompson is one of the oldest brands of whisky produced continuously in Pennsylvania. The distillery was established in 1844. It is located on the Monongahela river at West Brownsville. The Sam Thompson whisky is produced exclusively from choice rye and malt. There is no purer, better flavored or richer bodied whisky manufactured.

THOMPSON
DISTILLING
COMPANY.

JOHN FRANCIS HOWLEY.

Business and horse fancying do not usually go together. The two occupations make what is frequently regarded as a bad combination. However, there are a few rare instances on record in which business men attended to their business and their pleasures, too, without making a failure of either. One man who has done this and is still doing it is John Francis Howley, of Pittsburgh. Mr. Howley is now the vice-president of the Pittsburgh Provision & Packing Company, and the vice-president of the Pittsburgh Union Stock Yard Company. In addition to that he is known as the owner of a fine string of horses and a breeder of choice stock. It was by slow degrees that he worked his way up in life until he reached the eminence he now enjoys.

The son of John C. Howley and Mrs. Catherine (Malloy) Howley, Mr. Howley was born in Pittsburgh January 6, 1869. He began his studies at the public schools, attended high school, and entered the Iron City Business College, where he graduated in 1875. His first position was obtained two years later with the Crescent Tube Works, located in the Fourteenth ward, Soho. This firm had formerly been the Evans, Dalzell Company, wrought iron tube manufacturers. Mr. Howley began work there as a timekeeper and paymaster. He remained steadily with this company until it was absorbed by Joshua Rhodes & Co., which merged it with the National Tube Company.

The Pennsylvania Railroad Company next claimed his attention. He applied for and obtained a position with that corporation in June, 1882, and was put in the accounting department of the lines running west of Pittsburgh. Two years later he was made traveling auditor, with headquarters in Indianapolis. He remained in this position for ten years, and during that time he was married to Miss Anna Norton, of Louisville, Kentucky.

June 15, 1894, he resigned his position with the Pennsylvania Railroad Company and accepted the position of secretary and treasurer of the Pittsburgh Provision & Packing Company. Later he was made a director and vice-president of this concern. October 2, 1909, he was elected to serve in the same capacity with the Pittsburgh Union Stock Yards Kentucky.

Mr. Howley is known as a lover and judge of a good horse, and can be seen almost any fine day driving a blue ribbon winner on the boulevards. He is known as a breeder and owner of some of the best and fastest trotting horses bred in the State of Kentucky. He is the owner of "Prince Axworthy," and his daughter, Miss Frances Howley, has placed some of his stock in the Sewickley Horse Show and the Schenley Horse Show and has drawn prizes in both.

Even though his business connections take up most of his time, Mr. Howley finds occasional hours for his clubs. He belongs to the Pittsburgh Athletic Club, the Pittsburgh Driving Club, Schenley Matinee Club, the Pittsburgh Press Club, the Chamber of Commerce and the Pittsburgh Board of Trade.



EDWARD E. BAKER.



Edward Enzer Baker, founder and president of the Baker Office Furniture Company, Pittsburgh, Pa., was born on a farm near Morgantown, W. Va., March 18, 1860, the son of Henry C. and Eliza J. Baker. At the age of 17 Mr. Baker began teaching in the country schools during the winter seasons; during spring and fall he attended the West Virginia University for several years. At the age of 21 he came to Pittsburgh and later went on the road for six years. On January 1, 1889, Mr. Baker came back to Pittsburgh and started the first office furniture store, for the exclusive sale of office furniture and specialties, in this country. He has invented a number of articles that are now on the market in his line of business. Mr. Baker is numbered among the few expert office furniture men of the country. He is a member of the Chamber of Commerce, the Pittsburgh Athletic Association and the Duquesne Club. He is a Knight Templar, a thirty-second degree Mason and a Shriner.

CHARLES A. GLOEKLER.

First class dealers the country over have the Gloekler products—enamel fixtures—in stock, and their popularity contributes in no small measure to the good name of Pittsburgh as a manufacturing city. The Gloekler store, Penn avenue, Pittsburgh, handles exclusively the goods brought there from the Gloekler factories. Between the factory and the store there is no middleman, so that people dealing there enjoy the good fortune of carrying the jobbers' profits away with their purchases. This big store is known far and wide as the Bernard Gloekler Company, and was founded some years ago by the father of the present president of the concern, Charles A. Gloekler. Mr. Gloekler is a Pittsburgher, and has all the "push" and "go" in him for which Pittsburghers are generally noted. He was born in the Iron City, July 19, 1864, and after the business on Penn avenue had been established he worked there under his father. When the elder Gloekler died his son took charge.





WILLIAM H. MOORE,
*Manager, Pittsburgh Branch, The White Company,
Craig Street and Baum Boulevard.*



A career varied and interesting is that of Edward Judge Thompson, of Pittsburgh. Beginning as a printer he has also been a lumberman, soldier, a leading man of drama, oil producer and automobile builder. Mr. Thompson was born December 9, 1871, at Logansport, Indiana, a son of Charles F. and Elizabeth Twells Thompson. With his father and brother he developed timber lands in Wisconsin, traveling the Great Lakes on the company's lumber vessels when very young. After serving with honor in the National Guard of Illinois and Wisconsin for seven years he entered upon a dramatic career; after which he operated in the oil fields of West Virginia for several years. He came to Pittsburgh, where he is now president and general manager of the E. J. Thompson Company, manufacturing automobile equipment at Forbes Field.

**EDWARD
JUDGE
THOMPSON.**

Thomas F. Dunn, automobile dealer, is the son of Richard Dunn and Mary Dunn. After spending a few years on the farm with his father Mr. Dunn engaged in the bicycle business, and was one of the pioneer racing men on the Eastern Circuit in both track and road racing. Mr. Dunn entered the automobile business with the Mobile Company of America at Tarrytown fifteen years ago. In the season of 1906-1907 Mr. Dunn brought fame to Pittsburgh by making perfect scores and winning all track races which he entered. He has never been defeated in an automobile race or tour. He belongs to the Pittsburgh Athletic Association, the Columbus Club, the Rotary Club and the Automobile Club. The Painter-Dunn Company, of which he is the vice-president and general manager, has been entirely successful.



Prominent among the numerous automobile dealers of the Pittsburgh district, and known as a man interested in the development of the automobile industry, is William Nimick Murray, president of the Packard Motor Car Company, of Pittsburgh. For years Mr. Murray has been known to Pittsburghers and automobilists, not only for his affiliation with the Packard Company, but because of his prominence in the Automobile Dealers' Association, of which he is president. Mr. Murray is a son of Anthony Short Murray and Mary Bailey Nimick. His connection with the Packard Company brings him into contact with automobile men all over the United States, especially with officers of automobile companies and dealers' associations, so he has a wide acquaintance throughout the country. He is a member of the Pittsburgh and Duquesne Clubs.

**WILLIAM
NIMICK
MURRAY.**



**THOMAS F.
DUNN.**



HERMAN H. MAY

ROBERT P. McCURDY

EDWARD C. McCURDY

McCURDY-MAY COMPANY.

The McCurdy-May Company, Pittsburgh sales agents for Pierce-Arrow pleasure automobiles and commercial trucks, was established in June, 1909, by Robert P. McCurdy. The present members of the firm are Robert P. McCurdy, president; Herman H. May, treasurer, and Edward C. McCurdy, secretary. The firm commenced business at Baum and Euclid avenues, and two years later purchased a lot at Negley and Center avenues, where a sales and service building was erected at a cost of \$100,000. The McCurdy-May building houses a sales and service organization complete in every detail.

Robert Perry McCurdy, president of the company, was born in Philadelphia. His parents were Robert H. McCurdy and Mary A. McCurdy. He was educated in the public and industrial schools. He belongs to the Masonic order, the Duquesne Club, the Oakmont Country Club, the Pittsburgh Athletic Association and Pittsburgh Automobile Club. He entered the automobile business in March, 1899.

Herman H. May, vice-president and treasurer of the company, was born in Buffalo, N. Y., September 24, 1874. His parents were Adolph May and Caroline May. He was educated in the public schools. Mr. May was employed for 14 years by the Pierce-Arrow Motor Car Company in Buffalo, N. Y. He was superintendent for Banker Brothers Company in Pittsburgh for one year. He belongs to the Automobile Club of Pittsburgh, the Pittsburgh Athletic Association and the Masonic Order.

Edward Collins McCurdy, secretary of the company, was born January 13, 1873, in Philadelphia. His parents were Robert H. McCurdy and Mary A. McCurdy. He was graduated from the Central high school and the Drexel Institute, both of Philadelphia. He sold steam automobiles for the Mobile Company of America for four years. He was with Banker Brothers Company, automobile dealers, as sales manager for three years. He has been with the McCurdy-May Company since its organization. He is a member of the Pittsburgh Athletic Association, the Automobile Club of Pittsburgh and is a Mason. He belonged to the Pierce-Arrow crew which won both the Glidden and Hower trophies in the Glidden tour of 1909.



James Ottley Corbett, president and treasurer of the Corbett & De Coursey Company, of Pittsburgh, was born in Scott township, Allegheny county, Pa., January 9, 1883, and after a course in the Park Institute of Pittsburgh, he entered Pennsylvania State

College, but left there in 1903. He served six years in the United States government engineering service, and had charge of the building of Dam No. 2, over the Allegheny river, in 1907. He also assisted in the building of Lock and Dam No. 2 in the Monongahela river in 1906. He spent eight and one-half years in the Pennsylvania National Guard, and was a commissioned officer in the Fourteenth Infantry. Mr. Corbett is the district sales manager for the various manufacturers the company represents. He is a Mason, a member of the Jovian Order, of the Pittsburgh Press Club, the Washington Infantry and the Pittsburgh Rotary Club.

William Leigh De Coursey, secretary and manager of the Corbett & De Coursey Company, and district office manager for the various manufacturers which the company represents, was born in Pittsburgh March 31, 1880.

After passing through the academic and commercial departments of the high school, he spent eight years in the employ of the Carnegie Steel Company. Four years ago he entered into his present partnership with J. O. Corbett. He is a member of the Rotary Club of Pittsburgh, Pittsburgh Field Club, Pittsburgh Credit Men's Association, the Brotherhood of Magicians and the Jovian Order. Mr. De Coursey successfully appears in the role of a magician, as an incidental business, at social affairs, including banquets, church affairs and lodge entertainments. As an entertainer he excels in presenting clever feats of legerdemain interspersed with a touch of humor.



Joseph A. Glesenkamp was born in Pittsburgh, his parents being Lewis and Mary Riley Glesenkamp.

He received his early education in the public schools, afterwards graduating from Newell's Institute and attending Duff's College. Mr. Glesenkamp entered his father's business firm of L. Glesenkamp, carriage builders. Here he thoroughly acquainted himself with the business. He now is senior member of the firm of L. Glesenkamp Sons & Company. Mr. Glesenkamp was one of the originators of the Country Club and the Pittsburgh Athletic Club, as well as a founder of the old Pittsburgh and Allegheny Matinee Club. He has always been exceedingly fond of horses, and won distinction as a marksman by gaining the championship among the live bird shooters of Pennsylvania. Mr. Glesenkamp is known as an all-round athlete.

THE PITTSBURGH BREWING COMPANY.

One of the large industries that enters into the making of industrial history in Western Pennsylvania is that of brewing; and of the various companies identified with that industry the name of the Pittsburgh Brewing Company stands out most prominently.

Not a great many years ago the breweries in this part of the State were many and with as many standards of quality, and as many "best beers" as there were breweries. In February, 1899, twenty-one of these independent breweries united, forming the present Pittsburgh Brewing Company.

The purpose of this combination was to bring the various products under one standard of purity and excellence, to better them through scientific and mechanical improvements in the various plants and to offer to the people under one general name the best beer, ale and porter that it is possible to make.

Although the Pittsburgh Brewing Company as a corporation is only 14 years old, yet the history of the individual breweries covers a much larger period, and the names of the men connected with the present company are well known to all who are familiar with the brewing industry of earlier days. The following is a list of the present officers and directors of the company:

Wm. Ruske, President; E. J. Vilsack, Vice-President; W. P. Heckman, Secretary; E. H. Straub, Treasurer; A. F. Steigleder, Assistant Treasurer; Herman Straub, General Superintendent; C. H. Ridall, Manager Sales Department; William Ruske, Joseph A. O'Neill, A. A. Frauenheim, E. J. Vilsack, Herman Straub, Edw. Gwinner, J. Z. Wainwright, Alois Winter, F. H. Bruening, Directors.

Several of the original twenty-one breweries were discontinued shortly after the incorporation, and at the present time fourteen breweries, located in Allegheny, Westmoreland and Fayette counties, are being operated. These are as follows: Iron City, Straub, Eberhardt & Ober, Wainwright, Keystone, Phoenix, Winter, Baeuerlein, Mt. Pleasant, Connellsville, Uniontown, Latrobe, McKeesport, Jeannette. The first nine of these are located in Allegheny county. The Iron City Brewery has the distinction of being the largest in the State, its annual capacity being 400,000 barrels. The capacity of the fourteen breweries is 1,500,000 barrels per year. Every precaution is exercised in the manufacture of this immense output to guarantee absolute cleanliness and purity. Only the finest ingredients are permitted to go into the making of Pittsburgh Brewing Company's products. This is to insure that the highest quality be maintained without exception, and it is this unvarying high quality that has made Pittsburgh Brewing Company's beer the standard of goodness among beers.

As a taxpayer the Pittsburgh Brewing Company is an important factor. For every barrel of their products that goes out of the breweries the treasury of the United States receives \$1. This amounts to many thousands of dollars annually. In addition to this internal revenue tax, the Pittsburgh Brewing Company has large property holdings for which they pay into the coffers of the counties and cities in which they are located another large amount.

Of the various Pittsburgh Brewing Company's products probably the best known and most widely sold is Tech Beer. Every effort is put forth to make this the premier of beers, and it really is a masterpiece of the brewing art. None but the choicest grains, hops and purest water enter into the making of Tech, and the same high standard of cleanliness that is found in all the Pittsburgh Brewing Company's breweries prevails in the Iron City Brewery, where Tech is made. Tech Beer, and, in fact, all of the beers made by the Pittsburgh Brewing Company are splendid beverages for the home. They are high in tonic and health building qualities, and their absolute purity and careful brewing make them appreciated by all the family.

The Pittsburgh Brewing Company is a home industry.

WILLIAM RUSKE.



William Ruske, president of the Pittsburgh Brewing Company, was born in Germany October 21, 1842. His father, Johann Ruske, sent his son to the public school and a commercial college. He acquired a knowledge of book-keeping. He came to the United States in 1867. The following year he came to Pittsburgh, and has made this city his home ever since. From the time he arrived till 1871 he worked as a book-keeper. In 1871 he became a member of the Birmingham Fire Insurance Company and was elected secretary. This lasted till 1887, when he became secretary and treasurer of the Keystone Brewing Company. In 1897 he became president. In 1899 he was made secretary of the Pittsburgh Brewing Company, and since March, 1912, he has been the president of that concern. He is also a director of the Birmingham Fire Insurance Company and the People's Trust Company. Mr. Ruske is a member of the German Club of Pittsburgh.

JOHN JOSEPH FLAHERTY.

John Joseph Flaherty, art photographer, is the son of Patrick Lee Flaherty and Margaret Marie Flaherty. His residence is the Kenmawr hotel, Pittsburgh. Mr. Flaherty has been associated with the R. W. Johnston studios since 1907 and has been the leading spirit in making these studios a success. He has taken a great interest in making a special collection of old negatives of prominent persons and places of Pittsburgh and vicinity. He has furnished many of the rare photographs reproduced in this volume and has acted as art adviser for the publishers. Mr. Flaherty is secretary and treasurer of the R. W. Johnston Studios Company, a member of the Photographers Association of America and director in the John C. Crawford Company. A natural artistic perception and appreciation of form and shading together with keen insight into human nature and a pleasing personality are largely responsible for Mr. Flaherty's success in the difficult field of photography, both from a commercial and artistic standpoint.



FREDERICK W. MUELLER.

With the death of Frederick William Mueller, for 12 years president of the Pittsburgh Brewing Company, at the Passavant Hospital, Pittsburgh, February 17, 1912, there passed out of the business world one of its ablest representatives, and from the city of Pittsburgh a philanthropic and patriotic citizen. Mr. Mueller came to the United States well equipped for a successful business career, for he had had a university training and had little difficulty making himself felt in the commercial world soon after his arrival.

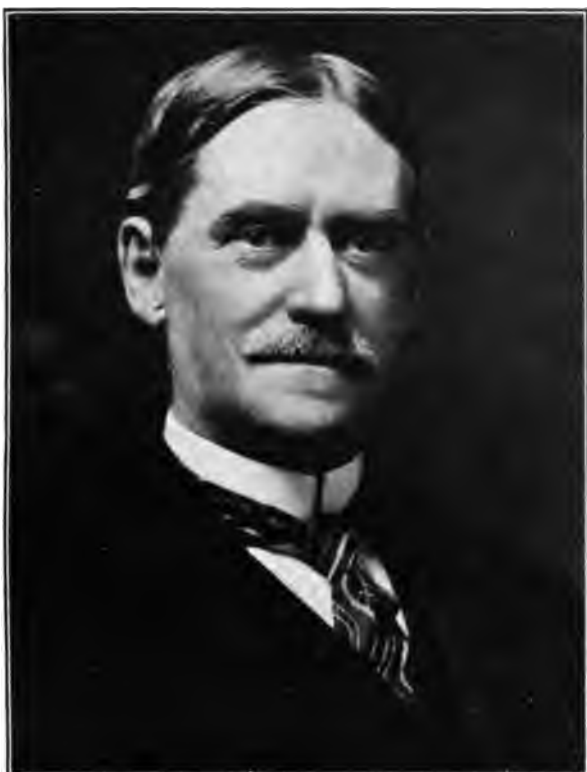
Mr. Mueller was born in Berlin, Germany, in 1847, whence after graduating from college and occupying an official position in the German army, he came to the United States in 1873. For a brief period of time he lived in New York and then he went to Cincinnati. Later he went to Hamilton, Ohio, where he remained for twelve years. He spent a portion of that time as a teacher in the public schools there. Later he became identified with the Cincinnati Brewing Company, and served that concern as secretary and treasurer. In 1887 he was sent to Pittsburgh to establish an agency of his company in that city. He remained with the Cincinnati company until the formation of the Phoenix Brewing Company, of which he was elected president. In 1899 he aided in the formation of the Pittsburgh Brewing Company, and was immediately elected its vice-president. Upon the death of the president of the Pittsburgh Brewing Company in 1900, he succeeded to the highest office in the company.

The new president not only exhibited a rare technical knowledge of the brewing business in all its branches, but excellent executive ability also, and during the twelve years of his presidency the Pittsburgh Brewing company acquired a position of prominence among the leading industries of the State. Mr. Mueller was a man of sound honesty and strict integrity, and enjoyed the confidence of financial institutions wherever his name was known. Among brewers his counsel was always eagerly sought, and he served several terms as vice-president of the State Brewers' Association, and was a regular attendant at the executive meetings of that organization. He was also an active member of the German Club of Pittsburgh. He possessed great literary talent and was a musical critic of recognized ability.

Mr. Mueller's health began to decline several months before his death, but he had attended to his duties to within two weeks before the end. He passed quietly away at 1 o'clock in the morning. The funeral services were held February 19, 1912, at his home, and were conducted by the Rev. Carl August Voss, of the German Lutheran Evangelical Church. Besides his widow, Mrs. Louise Mueller, he left eight children, namely: John F. Mueller, assistant to the president of the Pittsburgh Brewing Company; Mrs. C. D. Wettach, Paul H. Mueller, of the firm of Mueller & Kusen, of Pittsburgh; Miss Marie E. Mueller, Karl E. Mueller, Miss Augusta H. Mueller, William F. Mueller and Robert G. Mueller, the latter two local representatives of the American Locomotive Works.



W. S. McKINNEY.



William Smythe McKinney was born in Troy, New York, August 11, 1844, the son of Robert and Mary McKinney, who moved to Cincinnati in 1861. There he engaged in the manufacture of hardware in partnership with his father and Miles Greenwood. At the age of 20, after the sudden death of his father, he assumed entire charge of the factory. Later, together with his brother, J. P. McKinney, he built a small works for the manufacture of hardware. Recognizing the advantages of Pittsburgh, he removed the factory to Allegheny and organized the McKinney Manufacturing Company, of which he was president until his death. His engineering work was confined mainly to the designing, building and improving of machinery adapted to the manufacture of heavy hardware. He died at his home in Pittsburgh August 30, 1911. Mr. McKinney was educated in Doctor Bull's School, Troy, New York. He was a member of the Duquesne, Monongahela and Country Clubs of Pittsburgh.

J. P. McKINNEY.

James P. McKinney, president of the McKinney Manufacturing Company and of the Columbia Plate Glass Company, was born in Troy, New York, the son of Robert McKinney and Mary McKinney.

When a boy his parents moved to Cincinnati, Ohio, where he was educated in the public schools of the city. Mr. McKinney located several years ago in Pittsburgh.

Aside from his industrial interests and his banking affairs, Mr. McKinney is a man of philanthropic spirit and a member of important clubs.

He is a director of the McKinney Manufacturing Company, of the Columbia Plate Glass Company, the Humboldt Fire Insurance Company, the Uniondale Cemetery, the Niles Benert Ford Company, New York, and a director of the Diamond National Bank and the Diamond Savings Bank of Pittsburgh. Mr. McKinney is also a member of the Duquesne Club of Pittsburgh and of the Pittsburgh Athletic Association.



JACOB LOUIS KENDALL

Jacob Louis Kendall, lumber operator and coal producer, has been one of the prominent figures in the development, during the last thirty years, of the natural resources of Pennsylvania. Particularly is he known as a lumber operator and developer. He has also been connected, for a number of years, with the large coal companies in Somerset and Fayette counties, being president of the Meyersdale Coal Company, operating two mines at Listie, Somerset county, Pa., and a director in a number of the coal and coke companies in Fayette county.

Mr. Kendall is an example of the self-made man. He was born in Greenville, Somerset county, Pa., on December 29, 1861. His parents were John C. Kendall and Elizabeth Miller Kendall. He was determined to make good, and while he was working in the fields on his father's farm he was planning how to get the best education he could with his means. He worked on the farm while he attended the common schools, and after completing those studies worked his way through the normal school of the district, working in the summer on the farm. In 1881 he made his first business venture, choosing



lumber as a route to wealth and prominence. Though just twenty, Mr. Kendall, at that time, possessed a rare business head and he worked hard to accomplish the plans worked out by his active brain.

In addition to the great value of lumber and timber lands, he saw the value of coal and decided not only to own, but to mine and produce it. Since 1902 he has been a big coal operator. He did not neglect his lumber interests, however, and continued to extend his field of endeavor. He organized the Kendall Lumber Company, his first enterprise, and he is president and a director of that Company, whose offices are in Pittsburgh.

In addition to being president and a director of the Kendall Lumber Company, Mr. Kendall is president and a director of the H. C. Huston Lumber Company, the Meyersdale Coal Company, the Kendall Supply Company and a director in the First National Bank, Connellsville, Pa.; Yough Trust Company, Connellsville, Pa.; Evans Coal & Coke Co. of Fayette County, and the National Mines & Smelters Co. of Mexico; he is also a trustee of Bethany College.

During the time he was active in building up the enterprises that later extended to Mexico and Oregon, Mr. Kendall married Miss Kathryn Guiler, of Connellsville, Pa., in 1893. Four children were born to them: Mary Willa, at Ogontz School; Kathryn, at the Baldwin School, Bryn Mawr, Pa.; Louis and Eugene, at Shadyside Academy. The family live at 5048 Fifth avenue, Pittsburgh. Mr. Kendall's circle of friends is very large. He is a member of the Duquesne, Pittsburgh Country and Oakmont Country Clubs, the Pittsburgh Athletic Association and Pittsburgh Automobile Club. He is an automobile enthusiast, and as a member of the Pittsburgh Automobile Club has been a staunch advocate of the reform movements fostered by the organization. One of his pet hobbies is the good roads movement, and as a member of the Automobile Club has done everything within his power, by influence and contribution, to advance this cause.

A. M. TURNER.



Andrew M. Turner is a lumberman whose experience includes his work in every department in the business. His parents were William Turner and Elizabeth S. Turner. He was educated in the public schools, and at Lessing Institute. Later he studied at the Western University of Pennsylvania and at the Iron City Business College. In 1886 he entered the employ of a Cleveland lumber concern as a bookkeeper. Mr. Turner was sent to Michigan as the company's lumber inspector. Successful at this, he was made sales representative in the Pittsburgh district for W. B. Nurshon & Company, of Saginaw, Michigan. Later he went to the South, to develop private lumber interests there, but in 1907 he returned to Pittsburgh; helped organize the Allegheny Lumber Company in 1909, becoming one of its directors; at present he is its sales manager. Mr. Turner is past master of Franklin Lodge, Free and Accepted Masons. He is married and the father of two children. His wife is Mrs. Sue H. Turner.

CHARLES H. GARLICK.

Charles H. Garlick, state steam boiler inspector of Allegheny county, was born in Mantua, Ohio, March 31, 1859, the son of Charles and Mary Garlick, of Canada. He was educated in the public schools of Pittsburgh and Tarentum, Pa. Mr. Garlick learned the machinist trade and became a mechanical engineer. He was chief engineer of the Pittsburgh Plate Glass company and later for the National Rolling Mills of McKeesport, Pa. For 15 years Mr. Garlick was mechanical expert and consulting engineer of the Atlantic Refining Company of Pittsburgh. He was national president of the National Association of Stationary Engineers, is a member of the National Association, the Universal Council of Craftsmen, the Engineers' Society of Pennsylvania, the Ohio Society of Mechanical and Electrical Engineers, and a well-known writer for mechanical journals. Mr. Garlick is also Great Lieutenant Commander of the Knights of Maccabees. He has lectured extensively.



EDWARD VOSE BABCOCK.

Few business men of Pittsburgh possess a more notable record than Edward Vose Babcock, who was born near Fulton, N. Y., January 31, 1864, the son of Lemam B. Babcock, now living, and Harriet V. Babcock, deceased. Mr. Babcock was born and raised on a farm in Oswego county, New York. He had the advantage of a common school education only, but managed to teach school himself during the winters of his sixteenth, seventeenth and nineteenth years.

Mr. Babcock has been in the lumber business during his active career, entering the employment of the Michigan Lumber Company when 20 years old. He came to Pittsburgh at the age of 25 and became busily engaged in the lumber traffic. During all his stay in Pittsburgh he has followed this business.

Along with his other activities, Mr. Babcock is president of the Babcock Lumber Company, of Pennsylvania; the Babcock Lumber and Boom Company, of West Virginia; the Babcock Brothers Lumber Company, of Georgia; the Babcock Lumber and Land Company, of Tennessee; the Tellico River Lumber Company, of Tennessee, and of the Babcock Coal & Coke Company, of West Virginia. He also is vice-president and director of the Columbia National Bank of Pittsburgh, and director of the Colonial Trust Company of the same city. He was appointed a councilman for the city of Pittsburgh by Governor John K. Tener in 1911, later being elected to the office by the people. Mr. Babcock is a member of the following clubs: Duquesne, Union, Oakmont Country and the Country Club.

Although well-known among his business associates as a highly successful man in the lumber trade and equally prominent among his social associates for his pleasing personality, Mr. Babcock attained the greatest amount of public notice while serving as a member of council.

His appointment to this body by the Governor and subsequent election by the people emphasized the high esteem felt for the man as an honest citizen and an efficient public officer. His service in council received warm commendation, as it was always apparent that Mr. Babcock earnestly tried to acquaint himself with the needs of the city as they were presented to him, and to work out their solution in the most practical and helpful manner.

Always "on the job," Mr. Babcock as a councilman is ready to listen to individuals or delegations with patience and willingness, and to consult with his confreres in office on small matters as well as on bigger ones. He never gives judgment on any proposition placed before him without securing as much illuminating information relative thereto as possible.





David L. Gillespie was born in Pittsburgh October 20, 1858, and attended the public schools. At the age of 13 he began to work as a telegraph messenger boy; two years later he entered the employ of Lewis, Oliver & Phillips. He remained with them until, in 1887, he organized the D. L. Gillespie Lumber Company. Besides being identified with the Pittsburgh Reduction Company, the Pittsburgh Honduras Company and the Commercial Sash & Door Company, Mr. Gillespie is connected with a number of other important enterprises. His office in Pittsburgh is with the D. L. Gillespie Lumber Company, Oliver building. On October 25, 1885, he was married to Miss Anna R. Darlington in Wilmington, Delaware. The Pittsburgh clubs to which he belongs are the Americus, the Duquesne, the Allegheny Country and Pittsburgh Golf.

A. Rex Flinn, Pittsburgh lumber man, has organized two lumber companies, is president of another, and is director in three concerns. Born

A. REX
FLINN.

February 5, 1885, in Pittsburgh, a son of William and Nancy Galbraith Flinn, he was educated in the public schools. Later he attended Shadyside Academy and the Hotchkiss School, Lakeville, Conn., being graduated from Yale University in 1906 with the B. A. degree. In 1907 Mr. Flinn took a position with the firm of Booth & Flinn, remained with them until 1909, when he organized the Pittsburgh Lumber Company, he being secretary-treasurer of that and the Duquesne Lumber Company, of which he was an organizer. He also is president of the Freehold Lumber Company, and is a member of the University, Pittsburgh, Duquesne and Golf Clubs of Pittsburgh, and the Yale Club of New York City.



George Colberg Adams, vice-president and general manager of the Duquesne Lumber Company, was born

GEORGE
COLBERG
ADAMS.

August 13, 1884, in Pittsburgh, the son of Thomas R. Adams and Anna (nee Colberg) Adams. After leaving the public schools Mr. Adams secured a position with Flint, Erving & Stoner Company, remaining with the concern for three years. His next position was with the Forest Lumber Company, and he became manager of the company. He was with this company for ten years. He then went to the Duquesne Lumber Company, a newly organized concern, as vice-president and general manager. Mr. Adams is a director in the Pittsburgh Lumber Company, a member of Milnor Lodge, Free and Accepted Masons; the Pittsburgh Press Club, and a member of the Benevolent Protective Order of Elks. He was married November 16, 1904, to Elizabeth M. Kahm. There is one son.



WILLIAM FLINN.

Perhaps no man in Pittsburgh has been more responsible for the physical and political advancement of the city than has William Flinn. Few men of Pittsburgh have taken as active a part in the general development of this great municipality as has Senator Flinn. Although involved in many private business interests of large caliber and requiring a good deal of time for their management, Senator Flinn always has found time to participate in general matters affecting the welfare and advancement of Pittsburgh.

Senator Flinn was born in the city of Manchester, England, May 26, 1851, the son of John and Mary Flinn. His parents emigrated to the United States during the year of his birth, and in looking for the most promising place in which to locate they chose Pittsburgh, whence they came upon arrival in New York. Since coming to Pittsburgh, William Flinn never has made his home elsewhere. He entered early into activities identified with the city's growth and became a part of them.

In early life, he was given a rudimentary education, attending the public schools and getting as much mental drilling in this manner as it was possible to receive under limited circumstances. The necessity of going to work without continuing his education to the extent enjoyed by many other young men led Senator Flinn to become a brass finisher and a steam and gas fitter. He rose rapidly in the world by strenuous endeavors, and entered into the big contracting firm of Booth & Flinn, Limited, general contractors. In 1877 he was elected a member of the board of fire commissioners of the city of Pittsburgh. He became a member of the State House of Representatives for the sessions of 1879 and 1881, and it was apparent he was destined to rise further.

With the support of his friends, Senator Flinn was elected a delegate to the Republican National Conventions of 1884, 1888, 1892 and 1896. He has been chairman of the Pittsburgh Republican City Executive Committee, and was elected to the State Senate in 1890 and 1894, being re-elected in November, 1898. Senator Flinn continued active in matters affecting the political situation at home and elsewhere in the country and became known as a power to be reckoned with. His business interests growing to big proportions, Mr. Flinn was forced to retire from active political matters for a time, engaging in the management of his private affairs and looking after interests relating thereto.

Following this period of political retirement, however, Mr. Flinn suddenly reappeared as the champion of Theodore Roosevelt and the active head of the Bull Moose party. The stirring times connected with the overthrow of the Penrose organization in Pennsylvania by Senator Flinn are matters of history. Displaying his old-time political strategy and ability to recognize what the voters wanted the most, Senator Flinn was able to demonstrate how easy it is to establish new regimes in statesmanship and politics when the public support has been obtained.



J. G. FULLMAN.



John Grant Fullman, one of the foremost general contractors and apartment house specialists in the country, was born in Midland, Ontario, Canada, December 25, 1879. He is the son of John Fullman and Margaret Grant Fullman, by whom he was brought to Pittsburgh in his early years. One of the modern lines of development through which Pittsburgh is showing a marvelous advancement is the line of buildings in which Mr. Fullman has taken an expert interest. In fact, he is one of the principal sponsors for the best, most up-to-date of these constructions. His belief is that apartment houses should be well built. As evidence of this principle his buildings are so substantially constructed that they are permanent additions to the city's attractions. The Gerber apartment, on South Negley avenue, the Gabel, on Ellsworth avenue, and the Alder Court, on Alder street, are illustrations of Mr. Fullman's skill.

IRVIN & WITHEROW.

The firm of Irvin & Witherow, Engineers, is a partnership of Richard Irvin and William P. Witherow, founded in 1910. The particular experience of the partners has been in the design and superintendence and economical operation of manufacturing plants, mills, factory buildings, machine shops and merchant and commercial warehouses.

The firm has built up an organization which covers every branch of the building operation, consisting of widely experienced architectural, structural, mechanical and electrical engineers. This organization is particularly adapted to the design and construction of modern, fireproof, daylight buildings, at an economical expenditure, and to the complete equipment of such plants, including the complete design of power plants, manufacturing machinery, conveying machinery, lighting, heating and plumbing equipment. This organization approaches any new building operation at quite a different angle than the usual architect. The first object being to find out and plan the scientific and economical requirements of the client, to lay out in detail the various uses to which the building or plant is to be put, and the economical arrangement of the interior, and when all of this has been carefully planned, to build a substantial modern fireproof structure around the interior arrangement, leaving the architecture as the last consideration, and making the architecture conform and be subservient to the economical needs of the client.

Among the great number of buildings and factories that have been built under supervision of this firm are: Complete system of railroad shops for the Morgantown & Kingwood Railroad, wholesale drug house for the George A. Kelly Co., refuse utilization plant for the American Reduction Co., and a rubber factory for the Continental Rubber Co.

Richard Irvin was born in Pittsburgh in 1884. He was employed by the Lewis Foundry & Machine Co., and later graduated from Yale University with the degree of Ph.B. In 1910, he engaged in business in Detroit, Mich. Later, he moved his office to Pittsburgh, Pa., and in 1910 formed a partnership with William P. Witherow.

William P. Witherow is a Pittsburgher, a son of William Witherow. He is well known; was graduated from St. Paul school at Concord, New Hampshire, and received the degree of Ph.B. from Yale University. He was formerly employed with the Jones & Laughlin Steel Co.

GEORGE H. FLINN.

George H. Flinn was born March 12, 1875, in the city of Pittsburgh. His parents, William Flinn and Nancy Galbraith Flynn, early decided to give him every advantage within their power, and in after years fulfilled this resolution.

Mr. Flinn attended the public schools and there received the rudimentary preparation leading to the more extensive education which afterward he received in higher institutions. Pursuing his studies from the public schools and following a measure of private instruction, Mr. Flinn left home to become a pupil at Yale University.

During his career at the big university, Mr. Flinn, in addition to excelling in his studies through the years of his course there, took part in athletics and was well known for his prowess in several branches of athletic endeavor. Possessed of much college spirit, Mr. Flinn was a prominent figure in Yale's university life, and continued to hold this position in the esteem of his fellows through the time of his graduation, in the class of 1897.

Having finished his educational course and decided to undertake life's career, Mr. Flinn became identified

with his father in the latter's large contracting interests. Displaying much ability and capacity for work, Mr. Flinn was made secretary and treasurer of the Booth & Flinn Company, Ltd., as well as president of the Pittsburgh Contracting Company, general contractors of Pittsburgh and New York.

As the duties of these offices required much attention, Mr. Flinn showed a great deal of initiative in handling the work falling to his care. His grasp of the general needs of the work and his insistence on detailed efforts among the employes could not produce anything else than a flattering amount of success. Since assuming his responsibilities with the companies in which he is an officer and active partner, Mr. Flinn has been responsible for the completion of many thousands of dollars worth of highly valuable constructive contracts. His personal supervision of many essential phases of the business with which he is identified has given Mr. Flinn extraordinary qualifications to become active in the management of the institutions which have fallen under his care.

While active in the business world, Mr. Flinn rapidly became a leader also in the social and club life of Pittsburgh. He is a member of the Pittsburgh, Duquesne, University, Pittsburgh Golf, Allegheny Country and other clubs. In addition to all these, he belongs to the New York Yacht and Sail Club of New York, and to the Racquet Club of Philadelphia. As in his other activities, Mr. Flinn is well known for his excellence in athletics as well as for his success in business fields.



JOHN H. CRAWFORD.



Among the prominent master mechanics in the Keystone State is John H. Crawford, who was born February 7, 1877, in Buffalo, New York, the son of James Henry and Elizabeth Eleanor Crawford. He received a liberal training in the Rochester Mechanics' Institute, pursuing the full electrical, mechanical and mining courses. He has filled the following positions successfully: Assistant master mechanic with the Rochester Street Railway Company; superintendent of the Saratoga Traction Company; superintendent of the State Line and Sullivan Railroad; general master mechanic of the Public Service Company of New Jersey; master mechanic of the Wheeling Traction Company; superintendent of construction and resident manager of the Pittsburgh-Buffalo Company at Marianna, Pennsylvania. He has installed some of the most modern and largest mining work in the world. He is a Mason and an Elk.

WILLIAM KERR'S SONS.

Building enterprises in the city of Pittsburgh are on more extensive and magnificent scales than ever in its history, and at no time has the city been backward in the constructive and progressive principles of this trade.

In the city are some of the most expert builders of the world, men whose work in construction is considered the acme of climacteric enterprise. Among the leaders in this line are the William Kerr's Sons, an incorporated firm whose ability and experience have made them in demand for all the greatest of the building constructions in the city.

Their work is evidenced not only in dwellings, in which line of work they are especially proficient, but in magnificent churches, in spacious and well equipped and planned factories, in bank buildings that for solidity and artistry of appearance and construction are noted over the world. Their building is of durable and expeditious qualities.

The Carnegie Presbyterian Church and the Gates of Wisdom Synagogue are lasting monuments to the skill and intrinsic worth of the firm in this particular line.

Three public schools of Pittsburgh have been built by the William Kerr's Sons Company. These are among the show places in the city and are models of first-class building construction. They are the Woolslayer, Larimer Avenue and Fulton schools.

The First National Bank of Connellsville and the Western Savings and Deposit Bank of Pittsburgh were built by the Kerrs.

Residences of millionaires are especially notable examples of their architecture and construction. Among these are the Jacob Kaufmann home, the Dr. A. M. Speer, the V. T. Given, A. M. Moreland and W. H. Singer properties.

Many buildings devoted to public works are among their constructions. Principal among these are the Ross Pumping Station, the Aspinwall Pumping Station, the Mission Street Pumping Station, the Eighth Street Engine House, No. 2 Police Station and No. 14 Engine House. Many other buildings of all kinds and sizes have been built by them.

HENRY LAWRENCE KREUSLER.

Henry Lawrence Kreuzler, building contractor, was born in Chartiers township, Allegheny county, Pennsylvania, in 1861. His parents were William Kreuzler and Philomena (nee Debold) Kreuzler. Mr. Kreuzler was reared in the old Fifteenth ward of Pittsburgh, and attended the Lawrence public school until 12 years old. He then learned the carpenter's trade at which he worked for 13 years. During nine years of this time he was employed in the mill of Carnegie, Phipps & Company, at Thirty-third street, Pittsburgh.

Mr. Kreuzler started in business for himself as a building contractor in 1886, and has continued the business until the present time. The original business was located at 3217 Penn avenue, Pittsburgh. In 1902 larger quarters were needed and the location was changed to 3301-9 Penn avenue. The business grew from the start through Mr. Kreuzler's efficient management. He soon began to get contracts for important public and business buildings in addition to a profitable line of smaller contracts. Now some of the best known and most attractive structures in Pittsburgh and other large cities are being erected by Mr. Kreuzler.

Not content with one line of construction work, Mr. Kreuzler extended his operations by the organization of a company for the handling of stone and concrete contracts. The Thomas Coutts Company, organized in 1900, with Mr. Kreuzler as president, has enjoyed a steadily increasing prosperity. Knowing that steel and iron is taking the place of timber in the construction of buildings of importance, Mr. Kreuzler realized at length that if he would succeed in keeping among the leaders in the building business it would be absolutely necessary to have an organization for the erection of structural iron and steel buildings, and the result was the organization of the Lawrence Steel Construction Company in 1903, of which Mr. Kreuzler is president.

Mr. Kreuzler is a director of the Franklin Savings & Trust Company, and also president of the Salvage and Storage Company.

Few persons are more deeply interested than Mr. Kreuzler in projects for civic betterment, and few men are more active in promoting movements for the general good. Mr. Kreuzler is chairman of the Housing Committee of the Pittsburgh Civic Commission and belongs to the Chamber of Commerce, the Pittsburgh Board of Trade and the Builders' Exchange.

Among the clubs to which he belongs are the Union Club, German Club, Pittsburgh Country Club, Pittsburgh Athletic Association and the Automobile Club. He is prominent in the Masonic order.

Mr. Kreuzler was married January 23, 1911, to Miss Annie Werner, a daughter of Oswald Werner, of Pittsburgh.



C. H. KERR.



Among builders and contractors the name of C. H. Kerr, of Pittsburgh, stands out prominently, for Mr. Kerr has been a builder from almost boyhood. As the son of William and Rachael Kerr, he was born in Pittsburgh September 21, 1872. He attended the public schools and graduated from the Pittsburgh high school. In 1889 he entered the building business as a member of the firm of William Kerr's Sons. In 1893 he formed a new firm that then did business under the name of Kerr & Fox. This continued till 1907, when the present firm of C. H. Kerr Company was incorporated with Mr. Kerr as president. Among the structures erected by this firm are the Washington Bank building, the Iroquois Apartments, Vanadium office building, the Wilkesburg High School. Mr. Kerr is a director in the Oakland Savings & Trust Company, and president of the Oakland Amusement Company that operates the Natatorium.

F. J. OSTERLING.

Frederick John Osterling was born in Allegheny county October 4, 1865. He had the advantage of education in the Allegheny public schools, and later pursued a course of study in Lessing Institute. In 1879, when only 14 years old, he started studying architecture in Pittsburgh. After several years as a draughtsman, he began designing buildings of his own accord. Then came further study of architecture abroad. He came back to Pittsburgh fully equipped, opening his own office in 1888. He has since maintained offices in that city; meanwhile he supplemented and improved his earlier training. Mr. Osterling has been in the van in planning the modern sky-scraper type of office building. Among such Pittsburgh structures are the Commonwealth Trust Building; the Arrott Building, Fourth avenue and Wood street; the Telephone and Hussey Buildings. He has planned many important buildings of a public nature, besides many of the most notable bank buildings of Pittsburgh.



WILLIAM B. RODGERS.



William B. Rodgers was born at Franklin, Pa., February 27, 1851, his parents being Joseph and Charlotte Rodgers. He received a public school education, then engaged himself in the affairs of life. He became interested in the sand business, and is president of the Rodgers Sand Company, Pittsburgh, as well as president of the Allegheny Trust Company. Mr. Rodgers is a member of the Duquesne Club.



Harry Summers Estep, son of Thomas S. and Jessie S. Estep, was born in Pittsburgh on November 18, 1872.

**HARRY
SUMMERS
ESTEP.**

He was educated in the public schools of the city and by private tutors. At an early age Mr. Estep entered the office of a prominent Pittsburgh architect and from then on devoted himself exclusively to the study of architecture. For twenty-five years he studied the practical side of his profession, working with best architects of the city. In this time he has designed theaters, school houses and other public buildings, apartment houses, houses for fraternal organizations and other work of a similar nature. His work has distinctive and original features and his buildings have a reputation for art. Mr. Estep is familiar with the full range of his profession, making him a thoroughly practical architect. He is not limited to a specialty, but engages in the general practice of architecture.

Among the leading architects of the Pittsburgh district is John P. Brennan, a man who has gained considerable prominence as a city architect. Mr.

**JOHN P.
BRENNAN.**

Brennan was born in Philadelphia, Pennsylvania, January 25, 1855. He is the son of Dominick C. and Margaret Brennan. An excellent education was gained by Mr. Brennan before he entered the business world. He was trained in public schools and La Salle College, Philadelphia. His preparation for the calling of an architect was extensive, he having studied with E. F. Duran, a leading architect in Philadelphia. To his credit is some of the most expert and most difficult architectural work extant in the Pittsburgh district. In Pittsburgh he is a member of the Young Men's Republican Tariff Club, in which organization he is a prominent member. His experience has covered a wide range of architectural work and has won him much consideration.



Charles J. Rieger, the well-known architect, is a graduate of the University of Pittsburgh and the

**CHARLES
J. RIEGER**

Boston School of Technology, and since he began the practice of architecture he designed some of the most imposing buildings in Pittsburgh and a few other cities. It was he who designed the Washington Trust Company building, the New Kensington school building, the Pittsburgh Stock Exchange, Senator Langfitt's residence, the Western Savings and Deposit Company's bank and many other buildings in different parts of the State. Mr. Rieger is a Mason and belongs to all the Masonic branches, including the Knights Templar and the Shriners. Likewise he holds membership in the Pittsburgh Athletic Association and the German Club. His offices are located in the Germania Bank building.

LOUIS J. D'ISA.

Whatever some people turn their hands to, they make a success of. It rarely happens that a man grown to maturity can do three different things for a livelihood, at three different times, of course, and do them equally well. And this applies particularly to aliens, for they are generally handicapped, no matter what they undertake.

In Louis J. D'Isa, president of the contracting firm of that name, Pittsburgh has a man, and incidentally an alien, who has done just this very thing. Like hundreds of other individuals from foreign shores, he landed in America and immediately went in quest of work. In the course of time he succeeded.

By a strange coincidence the parents of Mr. D'Isa bore similar names. His father's name is Angelo, and that of his mother is Angelina. They lived together in the town of Formicola, in Italy, and there it was that on July 24, 1879, the man that later came to America for a job was born. Fortunately, he was given the advantages of a good schooling in Italy. In various schools and colleges in that picturesque city of Naples he was given an excellent technical and commercial education and, thus equipped, he crossed the seas to make his fortune in rapidly growing America.

It was just 11 years ago, or, to be precise, in November, 1902, that he reached the shores of the United States. Upon arriving here he set about to show his good judgment by not tarrying in the overcrowded cities along the coast line. He came direct to Pittsburgh.

Educated Italians were exceedingly rare here at that time, and so he found himself confronted with one opportunity after the other. Because of his excellent equipment and his good character in Italy, he was appointed secretary to the Italian consul in Pittsburgh. He remained there for a time, but he longed to be an American in every sense of the word, and so he sought and found an opening with American employers. The next position that presented itself to him was that of clerk in the foreign department in the First National Bank of Braddock, Braddock National Bank and Union Savings Bank. There he was so successful that, had he remained, he probably would be having a bank of his own today.

However, he kept his eyes open for other opportunities. He observed that contractors were accumulating large amounts of money and so he associated himself with F. A. Masselli and went into the contracting business. After two years his business had grown to such proportions that he felt justified in raising his capital stock and applying for a charter. Accordingly his firm was incorporated, and is now doing a lucrative business under the name of the D'Isa Construction Company, with Mr. D'Isa as president.





Thomas H. Scott was born in Washington county, Pennsylvania, September 7, 1865, the son of John H.

THOMAS
H. SCOTT.

and Ann Scott. He was educated in the public schools of Washington county. When only 22 years old, young Scott left Washington county to seek a bigger field of endeavor. He came to Pittsburgh and opened an office as an architect, after studying that profession for a due period of time. His success was immediate, and by hard work and originality of ideas, Mr. Scott secured a handsome business. Since establishing himself in Pittsburgh, Mr. Scott has designed the Machesney building, a large downtown office structure; the Wilkinsburg High School, the Standard Steel Car Company's office building at Lindora, and has been the architect for the Denny estate for 20 years.

R. M. Trimble was born in the old Sixth ward, on the North Side, May 15, 1871, and is the son of John H. and Elizabeth McA. Trimble. He attended the Sixth Ward school and Allegheny high school, graduating in 1887.

ROBERT
MAURICE
TRIMBLE.

After a short course at the Western University of Pennsylvania, he entered into the contracting business with his father, remaining with him until 1892, when he commenced the study of architecture in the office of a Pittsburgh architect. He continued as a draughtsman in this office until 1898, in which year he opened an office and began the independent practice of architecture. During the active practice of fifteen years he has designed and erected, in addition to a large number of residences, many buildings of different types, such as banks, churches, apartment houses, schools, commercial buildings, hospitals, etc., throughout Western Pennsylvania.



Samuel Kennedy Hazlett, manager of the Duquesne Marble Company, was born in Kansas, May 11, 1887.

SAMUEL
KENNEDY
HAZLETT.

His parents were Addison Hazlett and Annie F. Hazlett. To his western parentage he owes the vim and vigor which he has put into his business life in Pennsylvania. His early education was received in the Washington county public schools. He is a graduate of the Iron City Business College. His first permanent position was with the Ben Avon Lumber Company, at Ben Avon, Pa. He remained with this company from 1904 until 1910, when he secured a better position with the Duquesne Marble Company. As general manager of this large corporation he has done much to place the fine marbles which it handles in the walls of residences, banks and office buildings throughout New York, Pennsylvania, Ohio and West Virginia. The plant is on the North Side, Pittsburgh.



STEEL CONCRETE CONSTRUCTION COMPANY.

The Steel Concrete Construction Company was established in Pittsburgh, June 9, 1909, by E. E. Wick, Don Rose and J. H. McCoy for the manufacture of monolithic concrete of all kinds. The firm is comprised of E. E. Wick, who serves in the capacity of president; Don Rose, who is vice-president, and J. H. McCoy, who is secretary, treasurer and general manager. The corporation took over the business of John H. McCoy and largely operates the various patents of which Mr. McCoy is the patentee. The McCoy Silo Form Company was incorporated the present year under the laws of Pennsylvania to take care of the demands of the trade for forms of various kinds. The Construction Company caters principally to the trade on water tanks, smoke stacks, silos, etc., but builds anything



WATER TANK
At Chicago Junction, Ohio, built by
Steel Concrete Construction Co.
for the B. & O. Railroad.

of concrete. From a small business the company has increased 100 per cent. annually, until it is now one of the largest corporations in the concrete trade. The company does nothing but first-class work. At times hundreds of men are employed in the business. The engineering force is a large one and competent to manage a contract of any size. The age of concrete building has just arrived, and the Steel Concrete Construction Company has added greatly to the advance of the business through its specialties. Notable pieces of concrete contracting work are monuments to the importance, skill and excellence of output of this company.

One of the engineering staff of the company is Oscar J. West, civil engineer, who is the western representative of the company, with offices in the Peoples' Gas building, Chicago. John H. McCoy, patentee, is one of the most important members of the Steel Concrete Construction Company. He was born in Ripley county, Missouri, December 22, 1870, of Scotch, Irish and English ancestry. He is an inventive genius and an expert in the concrete line. He has spent a large part of his life in perfecting concrete patents and in inventing new processes for the use of the material. President Wick is a member of a well-known Youngstown, O., family. He is an aggressive, energetic member of the firm. Mr. Rose is the legal member of the company. Mr. Rose is of Scotch-Irish descent, has been admitted to the Allegheny county bar, and is counsel for the Pittsburgh Coal Company, one of the largest coal corporations in the world.



EUGENE E. WICK



JOHN H. MCCOY

PETER JOSEPH FURLAN.

It has been said that America is still too young and undeveloped to foster European art as it should be fostered, and that is probably the reason why men skilled in the use of the brush and chisel turn their talents into more commercial occupations. A poet laureate would make but a bare subsistence here. So with the sculptors and mosaic artists. Little market for their products is to be found here, but in spite of that, stupid indeed is he who cannot find some means of turning his talents to good account after he arrives.



For its art schools, and its natural beauty that has fed them and their students from time immemorial, there is probably no city in the whole world to compare with Venice, in Italy. Its dark blue skies, its grand canals and its varicolored buildings of all shapes and sizes, have been the despair of artists for centuries. Few have been able to paint these grandeurs as they are, but none have ever looked upon them without feeling a longing to reproduce some of their glories in places less endowed with the beautiful. No native of Venice has ever lived and come to America without,

in some measure, contributing to the improvement of their new land.

In that city, in 1880, Peter Joseph Furlan, now of Pittsburgh, was born. His ancestors had lived there for generations, and there it was that he received his early education in the public schools. While still studying he acquired a taste for works of art, as everybody in Venice does, and in his boyhood he spent much time drawing pictures and sketches of the picturesque architecture that he daily looked upon. But he was preparing to emigrate to America, and for that reason was obliged to abandon what he most loved to do.

After he arrived here, however, he found that his studies had prepared him to earn a fairly good income after all. He entered into ornamental plaster of paris and cement work, and as he accumulated money and studied American architecture he gradually found himself among the builders of fine dwellings, theaters, churches and kindred structures. Appreciating the need of more contractors for a city the size of Pittsburgh, he entered the business of concrete construction, and from the beginning has made a success of it. He is located in the Lyceum building now, where he is constantly kept busy figuring on construction work of a costly nature. Among some of the buildings he helped erect are the Margareta Church, at Carrick; the Pittsburgh Synagogue, the First Presbyterian Church of Bellevue; the Kenyon Opera House of Pittsburgh, the Church of the Ascension of Pittsburgh, the Carnegie Technical Schools, and many others.

Mr. Furlan is the treasurer of the International Commission Company and holds a membership in the Louata Operaia, at East Liberty.

Samuel Holmes has for twenty-eight years been identified with the building of modern Pittsburgh. The

**SAMUEL
HOLMES.**

Pittsburgh Athletic Club is an example of the stone work for which Mr. Holmes is noted. He is contractor for all of the masonry work on the School of Applied Design and Machinery Hall, the beautiful buildings of Carnegie Institute of Technology, located in Schenley Park. Among a wide range of buildings done by Mr. Holmes there are over thirty churches to his credit in Pittsburgh, also the Watson building, Fairmont, W. Va. Office buildings, bridges, churches and other structures in large numbers throughout Pittsburgh and its adjacent territory bear Mr. Holmes' workmanship. He is the owner of the finest stone-cutting plant in the Pittsburgh district, located in Wilkinsburg.



PITTSBURGH ATHLETIC ASSOCIATION.

Thomas Ralph Pittock is one of Pittsburgh's foremost capitalists and real estate dealers. He was born in London, England, 76 years ago, a son of Frederick Pittock and Susanna Bonner Pittock. His parents removed to Pennsylvania when Mr. Pittock was a boy, and he was educated in the public schools of the State. Mr. Pittock has engaged in the real estate business for years, and his success through latter years extended his business and field of endeavor until now he is one of the city's best known promoters and capitalists.

**THOMAS
RALPH
PITTOCK.**

Mr. Pittock is a brother of John W. Pittock, who founded the *Pittsburgh Leader*, in October, 1864. Another brother is the publisher of the *Portland Oregonian*, at Portland, Ore. Mr. Pittock was not a favored son of fortune by birth. He worked for everything he now has, and is a self-made Pittsburgher.



Daniel E. Jones was born in Pittsburgh, a son of Evan Jones and Elizabeth Jones. He attended the public schools, and was a student at the Western University of Pennsylvania. He was graduated from Duff's College, Pittsburgh. Mr. Jones entered the firm of Evan Jones & Company, of which his father was president, as superintendent, and later became manager and treasurer, which position he now holds, being the active head of the concern. The firm does general contracting for public works, being the pioneer contracting firm of Pittsburgh now existing to undertake public work. This feature of contracting was taken up shortly after the Civil War, and has been carried on ever since. The company is well known as brick manufacturers, also making Ligonier paving block, on which it specializes, and also handles contracting for railroad ballasting.

Herman Rath, general contractor, was born May 3, 1878, in Germany. His parents were Charles and Anna Rath. The boy was brought to the United States by his parents when he was but three years old. He was educated in the public schools of Allegheny county. In 1893 he started in the contracting business with his father, and 10 years later took over the management of the entire business. He was elected to the State Legislature in 1911 and served one term. He was a member of the following committees: Accounts, Municipal Corporations, Military, and Public Health and Sanitation. Mr. Rath is a member of the Masonic Fraternity. He is married and has three children. His present home is in Pittsburgh, 5223 Duncan street. Mr. Rath is a staunch Republican in politics, and has always been known for the earnestness with which he supports a cause, and the thoroughness of all his undertakings.

HERMAN
RATH.



GEORGE HOGG.

A leader among Allegheny county Scotchmen and one of the most progressive building contractors of the county, George Hogg, of Edgewood, head of the firm of George Hogg Company, has gained an enviable reputation in the years he has spent in this country. Mr. Hogg came from Scotland to America more than a quarter of a century ago.

He received a public school education in his native land, which prepared him for the building business into which he embarked in America. Many of the largest contracts for building construction in Braddock and surrounding boroughs were given Mr. Hogg, who also owns considerable real estate in that town.

He is a director of the First National Bank of Braddock and of the Braddock Trust Company. He is a member of the Burns society and a member of several Masonic orders.

The offices of the George Hogg Company, contractors and builders, of which Mr. George Hogg is the head, are located in the Keystone building, Pittsburgh.

FRANCIS E. MCGILLICK.

As an example of success which may be attained by hard work, study and perseverance, none is more entitled to mention than Francis E. McGillick. He was born in Blairsville, Indiana county, Pennsylvania, February 10, 1864. His father, Peter McGillick, came from county Meath, and his mother, whose maiden name was Bridget Nolan, from county Wicklow, Ireland; they were of the sturdy, honest Irish type, frugal and industrious.

Mr. McGillick received his early education in the parochial school, Blairsville, conducted by the Sisters of Charity, and in which they were the instructors. In the mornings and evenings, young McGillick drove the family's cows and those of neighbors to and from the pasture fields, and worked in his father's garden. After school hours and during vacations he engaged in any kind of work he could find in the town or among the neighborhood farmers. As Blairsville at that time was a small place, positions were hard to get, the boy helped teamsters to haul coal, lumber and other commodities. He worked in a brick yard, in a woolen mill, on the township roads, in ice cutting and pack-



ing, and in digging cellars. He also performed services as helper for plasterers and brick and stone masons. A choice job was that of harvesting, for which young McGillick received pay at the rate of \$2 a day. For a time he worked for as much as 35 to 50 cents per day.

At the age of 17 young McGillick entered the employment of the Pennsylvania Railroad, working on a gravel or work train. He made application and was promoted to a carpenters' gang, the work being to build and repair wood and iron bridges, stations, water towers and other structures along the road from Blairsville to old Allegheny City during the summer and in winter was employed as brakeman and fireman. After two years he got employment at building houses and in 1886 began business at Blairsville as a contractor and builder. In nine years he built over 300 structures. During four years of this time he also carried on a mercantile establishment, selling groceries and hardware.

Mr. McGillick came to Pittsburgh in 1895 and for 12 years engaged in business as a contractor and builder, most of the time having as many as 200 men in his employment. In 1907, he quit the contracting business, to confine his attention to his real estate and other interests. He has offices in the East End Trust Building, at Penn and Highland avenues. Mr. McGillick was married September 2, 1891, to Margaret A., daughter of Louis and Anne Botzem, at Latrobe, Pa. Mr. McGillick lives in a handsome residence at Margarettta and St. Clair streets, Pittsburgh. He takes pride in the fact that although he was compelled to relinquish his school education in early life, he never has ceased to perfect himself as much as possible in after years, even to the extent of indulging in a three years' law course by correspondence. He is a member of Duquesne Council, Knights of Columbus. He has three sons—Francis E., Charles A. and Louis J.—all at college, and one daughter, Marie Elizabeth.

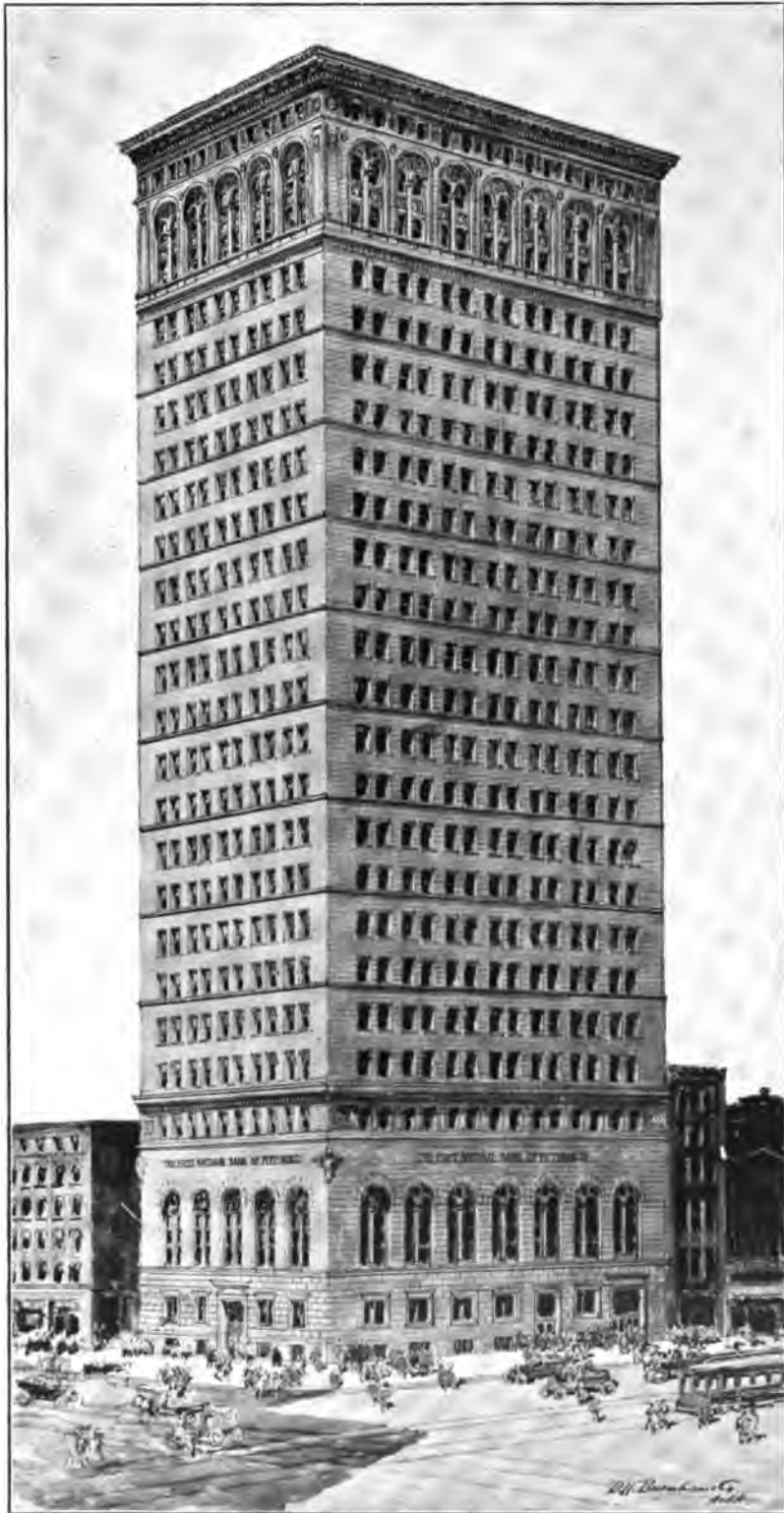


George J. Hagan has established himself as one of the specialists in the manufacture and treatment of metals in Pittsburgh. A large number of appliances now in use among manufacturers bear his name. Mr. Hagan started work as a contractor, making a specialty of erecting furnaces. Next he put up his own gas producers and stokers, rolling mills and steel plants. For years he has made a study of fuel economy and has perfected a large number of appliances. Among these are the Stoker Fired Furnace for special high grade work, where the heat treatment is a special factor in the conversion operation. Practically all manufacturers making such a product are using his equipment. Mr. Hagan is the sole owner of the firm doing business under the name of George J. Hagan.

Lakin Clarkson Taylor was born at Batesville, Noble county, Ohio, November 20, 1862, the son of Dr. John Clarkson Taylor and Margaret Lakin Taylor. When aged 17 Mr. Taylor taught school and later was assistant postmaster of Cambridge, Ohio. He organized and was first secretary and treasurer of the American Rolling Mill Company, at Middletown, Ohio, organized and built the Cambridge Rolling Mill (now Inter-State Steel Company), at Cambridge, Ohio, and other important mills. He has just completed the organization of the Pittsburgh Sheet & Tin Plate Company, of Pittsburgh, of which he is secretary and treasurer. He also organized banks in Columbus, Cincinnati and Louisville. He is secretary and treasurer of the Buena Vista Land Company, and carries on various large building operations in Pittsburgh, besides building and financing steel mills.



P. M. PFEIL,
*President, Iron City Sand Company,
Pittsburgh.*



THE FIRST NATIONAL BANK BUILDING, PITTSBURGH, PA.



JOSEPH WILLIAM BRYAN.

JOSEPH WILLIAM BRYAN.

Even in so unpoetic a field of endeavor as banking and life insurance writing one must be talented in order to be thoroughly successful. To have a natural fondness for a particular occupation helps greatly in making that occupation never a drudgery, but a well-paying proposition. This has always been recognized in the learned professions, but in business the impression, that has always been most general, was that a sound grounding in office work was all that was necessary.

That this is really not true, and that genius has much to do with the success of a business man, has been proved so many times over by one of the younger generation of Pittsburgh insurance men, that no further argument is necessary. This Pittsburgher is in reality not a Pittsburgher, for he was born in that delightful section directly south of the Mason-Dixon line, that in song and story has become noted for the beauty of its landscape and the hospitality of its people.

Joseph William Bryan is a native of old Virginia. His father, Dr. L. W. Bryan, was a practicing physician in the little town of Bristol, and there the subject of this sketch was born. To enter a business career seemed to be his early inclination. When he attended the public schools in his native town he gave particular attention to his mathematical studies, and as soon as he left school he began to prove that he was fitted for insurance work.

The first thing of importance that he started out to do was pack five years' work into eight months. He actually did this, and old, white-haired insurance men the country over "sat up and took notice," to use a common expression. They wondered, and quite justly, too, what this beginner in the insurance field was going to do next. They have been watching him ever since, and have seen him make upward moves that only one endowed with a rich genius could make. To be more explicit, Mr. Bryan sold insurance in the State of Texas for the International Life Insurance Company, of St. Louis. The company was a new one, and the State of Texas was a big State. However, in eight months' time the novice in the insurance business sold one round million dollars worth of insurance. This feat is usually regarded as a good five years' work for an expert. What makes it particularly remarkable, and more in Mr. Bryan's favor, is the fact that \$800,000 of this business has paid a third renewal business. For this wonderful piece of work he was sent to Pittsburgh to take charge of the office in that city, and although he has been there only two years, he has built up an agency force that is writing one million dollars worth of insurance annually. Immediately before coming to Pittsburgh he served a brief period of time as superintendent of agents for this concern.

Since coming to Pittsburgh he has interested himself and a number of others in the organization of an insurance company that is now doing business as the United Mutual Life Insurance Company. Eventually the company will go on a stock basis and operate as the United Life Insurance Company. The concern will be a \$1,000,000 capital stock company, and expects in a short time to acquire the strength of the older and more prominent concerns of the country. Mr. Bryan is the vice-president of this new company, Joseph A. Langfitt is the president, and W. A. Roberts is secretary and treasurer. These two men are Pittsburghers. In the board of directors are men high in the financial life of Pittsburgh. To Mr. Bryan alone, who incidentally occupies the position of secretary and treasurer of the West Penn Securities Company, is due the successful launching of this new company, and insurance periodicals the country over predict for it a career of unprecedented success as long as it bears the stamp of so efficient an organizer and vice-president.

Mr. Bryan is widely and favorably known as an insurance man of great forcefulness. He is not quite 28 years old, but is one of that energetic kind that never gets tired. Being a man of splendid address and adaptable to all conditions, he is peculiarly fitted for the work of organizing and successfully carrying forward a big general agency. The sending of Mr. Bryan to Pittsburgh by the International Company was in keeping with its plan to get hold of wide awake, experienced men who are known to be efficient.

EDWARD DAVISON, JR.



Edward Davison, Jr., well-known steamboat captain and one of the foremost men in the sand and gravel business in Pittsburgh, is at the head of the firm of J. K. Davison & Brother. Steamboating on the Ohio, Monongahela and Allegheny rivers is a strenuous occupation, and by the time a man has followed it for a few years he has developed a hardihood and resourcefulness which will bring him success in most any line of endeavor, if it be combined with business instincts and intelligence. Mr. Davison secured a position on a steamboat when a youth and rose rapidly until he became a captain. Soon he became interested in dredging for sand and gravel and at length embarked in this business, becoming the active partner in a firm of the highest business standing. The company was first organized in 1870 under the name of J. K. & E. Davison. Later the volume of business became so great that a reorganization was necessary and the present company was incorporated.

J. TONER BARR.

J. Toner Barr is one of the best known civil and constructing engineers in Western Pennsylvania. Mr. Barr was born in Philadelphia in 1876. His father and mother were John C. Barr and Mrs. Sarah Toner Barr. At an early age he entered the Western University of Pennsylvania as a special student. After this he was given the important post of city engineer of Pittsburgh, and later became identified with much important construction work. He occupied positions with the Allegheny Valley Railroad Company, the Eureka Fuel Company, the Mellon interests in Pittsburgh and the Baltimore & Ohio Railroad Company. In 1907 he began business for himself. Among much important work, he has constructed by contract over 15 miles of underground conduit system for the Bell Company. Mr. Barr is a member of the American Society of Civil Engineers and the Engineers' Society of Western Pennsylvania.



C. C. HAMILTON.

Charles C. Hamilton, Real Estate man of Pittsburgh, Pa., was born in Northampton county, Virginia, November 18, 1869, the son of Thomas and Henrietta (Bell) Hamilton. He was educated at the public schools of his native State. Beginning work at 17, he learned the hotel business; then real estate in Hampton, Virginia, and came to Pittsburgh, Pa., in September, 1900. Mr. Hamilton is notable as the originator of the Penn Avenue Produce District. The opening of that district where the produce men are now grouped, was rapidly and successfully accomplished by him, an achievement that thoroughly introduced Mr. Hamilton to the newspapers and the public. Many Pittsburgh modern apartments were built by him. He is Third Vice-President of the Real Estate Board; Blue Lodge, Chapter and Council Mason; a Knight Templar and Shriner. His offices are in the Union Bank Building.



C. L. SAXTON.



Among the most progressive real estate brokers of the city of Pittsburgh is Clarence Leland Saxton. He was born November 10, 1877, at New Franklin Springs, Beaver county, Pennsylvania. His parents are Samuel J. and Isabella A. Saxton. For 15 years Mr. Saxton has been engaged as a real estate broker in Pittsburgh, having been located on the North Side for 12 years, and the last three years having offices in the Union Bank building. He is a director of the Pittsburgh Real Estate Board as well as being head of the C. L. Saxton Company, a realty organization that has completed some of the largest deals ever made in the Smoky City. From the age of three until seven years ago Mr. Saxton resided in Sewickley, and since that time has had his residence in the East End, Pittsburgh. Mr. Saxton is a member of the Pittsburgh Athletic Association, Allegheny Lodge No. 223, F. & A. M., Allegheny Council and Bellevue Chapter of that order, and Pittsburgh Chamber of Commerce.



John E. Shaw, of Pittsburgh, was born in North Versailles township, Allegheny county, February 8, 1851. His education was started at the JOHN E. SHAW. Newell Institute at Pittsburgh and continued at Yale, from which he was graduated in 1873. Later he entered the law school of Columbia University and graduated there in 1875. The same year he began the practice of law in Pittsburgh. Leaving the legal profession, he entered into real estate, and, in addition to much other important work, manages the real estate interests of H. C. Frick. In 1893 he organized the Provisional Committee of the Lake Erie and Ohio River Ship Canal Company in the Pittsburgh Chamber of Commerce and secured the surveys of the canal. In 1905 he secured the incorporation of the canal company. Mr. Shaw is a member of the Union Club, the University Club of Pittsburgh and the Stanton Heights Golf Club.

William Wilson Giffen, only son of Jesse and Rebecca (Fisher) Giffen, was born in East Huntingdon township, Westmoreland county, Pennsylvania, August 22, 1866. He attended the Mt. Pleasant Classical and Scientific Institution, graduating in 1884. In 1889 he came to Pittsburgh, entering the employ of T. Mellon & Sons, bankers. In 1891 he formed a partnership with Samuel W. Gault in the real estate business, under the firm name of Gault & Giffen, which continues at the present time; they have since been very actively engaged in the real estate business, with offices at 442 Fourth avenue. Mr. Giffen is president of the First National Bank of Trafford City. Mr. Giffen's firm was one of the pioneers in bringing the modern apartment house to Pittsburgh, and have a large number of this class of construction to their credit.

WILLIAM
WILSON
GIFFEN



Henry Graff Hugus, eldest child of Paul and Priscilla Sophia (Graff) Hugus, was born in Pittsburgh April 3, 1847. He attended Oberlin College, Oberlin, O., afterward studying at the Western University, and graduating from Eastman's National Business College, Poughkeepsie, N. Y. Following identification with the stove and range firm of Graff, Hugus & Company, Pittsburgh, Mr. Hugus in 1881 established a retail store on Smithfield street under his own name. With his brother he was successfully engaged in the manufacture of steel hollow ware and steel gongs. Mr. Hugus retired in 1895. He is a Mason, member of Grace Reformed Church, Pittsburgh Country Club, Pittsburgh Board of Trade and the Gentlemen's Driving Club of Pittsburgh and Allegheny. He married Sarah Ann Harrison, their children being J. Harrison and Mary A. Hugus.

HENRY
GRAFF
HUGUS.

WILSON A. SHAW.

Among Pittsburgh's chieftains of finance is Wilson A. Shaw, the son of James and Nancy M. Shaw (nee Wilson). Mr. Shaw was born at Glenshaw, Pennsylvania, September 18, 1846. He received his education in the public schools and pursued his higher studies in the Western University of Pennsylvania.

It was March 16, 1866, that Mr. Shaw embarked in the field of business, entering the Merchants & Manufacturers National Bank as a clerk. His display of industry and judgment brought him proper recognition, and in 1874 he became cashier of that banking institution. Bigger honors awaited him, and in 1902 he was made president of that bank.

The advisability of the consolidation of the Merchants & Manufacturers National Bank, the Iron City National Bank and the Bank of Pittsburgh became plainly evident in 1903, and it was effected, being one of the biggest banking mergers in Pittsburgh in years. Wilson A. Shaw was decided upon as the man to guide the destinies of the big financial institution. He was named for President January 1, 1904.

Mr. Shaw continued in that capacity until February of 1910, when he resigned as president of the Bank of Pittsburgh. He was thereupon elected chairman of the board of directors and vice-president of that big institution. Mr. Shaw has not confined his banking activities alone to that bank, but is a director of the Fidelity Title & Trust Company of Pittsburgh.

Mr. Shaw is a prominent figure in the club and social life of Pittsburgh, being a member of the Duquesne Club, the Pittsburgh Country Club and the Pittsburgh Athletic Association. He is also a member of the Railroad Club of New York city, and the Pittsburgh Chapter Sons of the American Revolution.

His entire life has been one preponderating with unusual achievements, and his rise in the banking business was phenomenal. At every turn he displayed great ability and happily, in his case, merit was rewarded by proper advancement. Pittsburgh is proud of his record of rapid progress and has showered on him numerous honors in order to show its appreciation.

Mr. Shaw is not narrowed by his long continued promotion of banking interests, but on the other hand, is a broad, well-balanced citizen who has a general interest in the affairs of the city, whether they touch his special line of activity or are directly opposite.

For his charitable activities he has won to himself considerable esteem. The reputation he has made for himself is not, however, confined to Pittsburgh, but throughout the State, and even in the busy marts of the nation Wilson A. Shaw is known and recognized as a keen-minded financial man.

While he was not born in Pittsburgh, the greatest portion of his life has been spent in that city, and his brilliant business career has been exclusively staged there.





Louis G. Rankin is a leading real estate operator of Pittsburgh. He was born March 3, 1883, in Aiken avenue, Pittsburgh, a son of Dr. John S. Rankin and Louisa G. Rankin. He attended the Liberty school (Twentieth ward), and continued his studies in the Pittsburgh Central high school. Later he attended Washington and Jefferson College, Harvard University and Boston University.

After leaving college he entered the wholesale lumber and later the real estate business, at which he has been very successful.

Edward G. Lang, of North Side, Pittsburgh, was born in old Allegheny, the son of John Henry Lang and Caroline Cole Lang. After leaving the public schools, Mr. Lang became interested in the fire insurance and real estate business, in which he is now engaged. He is a director of the Second National Bank, the Ohio Valley Bank, the Union American Cigar Company, the People's Land Company, the Monongahela Oil Company, and the Dollar Savings Fund & Trust Company. For several years Mr. Lang was Director of Public Safety of Pittsburgh under the Mayor Guthrie administration, and represented the Eleventh ward of Allegheny in Council. He was disbursing officer of the United States government in the construction of the North Side Post Office building. He is affiliated with several Masonic organizations, being a Knight Templar and a Mystic Shriner.

EDWARD
G. LANG.



George H. Hershey is a retail grocer of the East End, Pittsburgh. He is an active member of the Board of Trade, and has real estate interests—residence property—throughout the city. He was born in Circleville, Westmoreland county, March 10, 1867, and brought up on his father's farm in Irwin borough. He attended the common schools of Irwin, mastered the carpenter trade, but finally in 1895 engaged in the grocery business. His business and apartment building is located at Center avenue and Graham street and he has built a residence at 539 Graham street. He is a member of the Friendship Methodist Episcopal Church, of which he has served as steward and trustee. He was married February 27, 1894, to Miss Kate M. New, and they have one daughter.

GEORGE H.
HERSHEY.

ROBERT JAMES DAVIDSON.

To financial Pittsburgh the name of Robert James Davidson is one big in meaning. In fact, Robert James Davidson is one of the biggest figures in Pittsburgh's financial circles.

He is an officer and director in three of the biggest concerns of their kind in the city, and knows banking from bottom to top, experience being his teacher, so that he is not only a familiar figure, but is a leader as well, in his chosen field of endeavor.

Mr. Davidson was born in Wampum, Lawrence county, Pennsylvania, a son of R. D. Davidson, a prominent resident of that place. He attended the grammar schools there, and as a young man secured a position with a bank.

Since that time Mr. Davidson has been a banker. He has performed practically every duty of a bank employe, in his various positions, during his long career, and points to a long record of service with pride. For three years he worked in different positions in a private bank. Entering the employ of a trust company, he worked in different trust companies for nine years. For 10 years he has held responsible positions with national banks, and for years has been a bank president.

As president of the Columbia National Bank, and a member of the bank's directorate, Mr. Davidson found he had more time at his command than his duties exacted, and he became interested in the Republic Bank Note Company, of Pittsburgh, and besides being a big stockholder became vice-president and a director.

Mr. Davidson then further proved his versatility and capacity to care for widely scattered and varied interests, when he became treasurer of the Fort Pitt Malleable Iron Company. He also is a member of the board of directors of the latter concern.

Not only is Mr. Davidson prominent in business and financial circles, but he is well known socially as well. He is prominent as a member of the Duquesne and Allegheny Clubs, and has a wide acquaintance and circle of friends, both in Pittsburgh and throughout the State of Pennsylvania.

Few people have the capacity for winning friends who will stick in adversity as well as in prosperity. Such a gift is the possession only of the man of character and pleasing personality. The multitude of men and women who claim the friendship of Mr. Davidson is proof of his standing in the community which none can successfully refute.

Few men take a greater delight than does Mr. Davidson in the society of his friends, and he is always adding to the number. After the trying routine of the day's work in the office is over, Mr. Davidson seeks social companionship for relaxation and rest.

Mr. Davidson possesses a keen insight into human nature. This, with his sterling honesty, optimistic temperament and profound knowledge of the fundamental principles of business, is largely responsible for his success.



JOHN A. BELL.



John A. Bell, banker, was born September 30, 1854, in Mansfield (now Carnegie), Pa., a suburb of Pittsburgh, where he still resides. His parents were John Bell and Phianna (nee Arner) Bell, who both died before he was eleven years of age. He received a public school education, and of necessity started to work early in life, first taking a position as clerk in a grocery store and later entering business for himself. Mr. Bell served as treasurer of Allegheny county from 1891 to 1893. He afterwards became president of the Freehold Bank, which position he still retains. He is associated with the Colonial Trust Company and the Columbia National Bank as vice-president of each. He is president of the First National Bank of Carnegie, the Carnegie Trust Company, the Burgettstown National Bank and the Grove City National Bank. He is largely interested in producing oil and has an extensive coal acreage.

JEROME HILL.

Jerome Hill, banker, manufacturer and prominent in transportation business was born May 5, 1878, in Tennessee. His parents were Jerome Hill and Sallie Wendell (nee Fentress) Hill. When a small lad Mr. Hill was taken to St. Louis, Mo., by his parents. He entered the South Academy of St. Louis, from which he graduated. At an early age Mr. Hill became financially interested in the banking business. For years he has been vice-president of the Colonial Trust Company of Pittsburgh and manager of the bond department. On April 1, 1912, he started with the Colonial Trust Company of Farrell, Pa., in the same capacity. Mr. Hill is a director in the Freehold Bank and the Pittsburgh Bank for Savings. He is president of the Indianapolis and Louisville Traction Company and the Pennsylvania Clay Company. Mr. Hill is a member of the Allegheny Country Club, the Pittsburgh Golf Club and the Duquesne Club. He was married December 4, 1907, to Miss Mary Brooks Jennings, of Pittsburgh. There are two children.



PERCY E. DONNER.

To the ambition and industry of Percy E. Donner, Monessen, one of the rapidly growing communities adjacent to Pittsburgh, attributes much of its remarkable expansion. Although a considerable part of the development of Monessen has come as a result of advantages obtained through street railway rights and manufacturing plants, its success has been assisted by the untiring energy of Mr. Donner.

Born in Columbus, Indiana, November 18, 1879, Mr. Donner has spent the major portion of his life in the vicinity of Pittsburgh. His parents, Frederick and Mary J. Donner, gave him the early advantages of a good public and high school education, at Columbus, Indiana, where he received training fitting him for his career in after life. Mr. Donner then came East for the opportunities he sought.

At the time of the organization of the United States Steel Corporation he was placed in charge of the big plant at Monessen on account of his ability, as well as for his pleasant personality, which made the employes of the mill work in harmony with him. Mr. Donner remained as the general manager of the Monessen plant until February 1, 1904.

Subsequently, he became interested in the development of a number of other enterprises. Among them was the Webster, Monessen, Belle Vernon & Fayette City Railway Company, which was being organized when Mr. Donner entered into its activities. Mr. Donner helped to finance the concern, and as one of its directors gave his attention to matters leading to its success.

Although by this time he was exceedingly busy through his participation in the management of a number of different enterprises of an important character, Mr. Donner was induced to take part in the conduct of affairs of the Pittsburgh Air Brake Company, of which he was made a director. Mr. Donner also became connected with the East Side Land Company, which was the cause for a great deal of the final development of Monessen. This company really founded the town of Monessen. Mr. Donner is a director in this company.

Mr. Donner is head of the banking and brokerage firm of Donner, Childs & Woods, being the member for that firm of the New York Stock Exchange. He joined the New York Stock Exchange four years ago, and spent two years on the floor.

Despite the fact that much of his time has been taken up with the pursuit of business cares, at no time, however, has Mr. Donner relinquished his hold on social and outdoor life. He is connected with the Pittsburgh Club, the Allegheny Country Club and the Duquesne Club. Mr. Donner likewise belongs to the Country Club of Pittsburgh and to the Harkaway Hunt Club, where he has many opportunities for outdoor recreation, and the Pittsburgh Press Club.



WILLIAM J. JONES.



William J. Jones, president of the Pittsburgh Bank for Savings, was born in Pittsburgh, February 20, 1866, the son of Joseph D. and Carolyn Jones. He has risen from a position as clerk in a department store to the dignity of the official position he now holds. He was educated in the public and high schools of Pittsburgh, and began his business career as a bookkeeper for the Joseph Horne Company. He was a clerk in the postoffice and later inspector in the same office. He has occupied every position in the Pittsburgh Bank for Savings from a clerkship to the presidency. Mr. Jones is a musician of note, being conductor of several amateur singing societies. He was one of the principal sponsors for the Welsh Eisteddfod in Pittsburgh. He is a member of the Duquesne Club,

the Pittsburgh Athletic Association, the Oakmont Country Club and the Pittsburgh Country Club.

Mr. Jones' advancement has been remarkable. He owes his success to a pronounced capability for banking, and combining the qualities of tireless industry, shrewdness and foresight. Mr. Jones has largely contributed to the success of the Pittsburgh Bank for Savings. His election in 1913 to the presidency of that institution has met with general approval.

JOHN W. HERRON.

John William Herron was born in Pittsburgh December 1, 1851, the son of William Anderson Herron and Louise Jeanette Herron. Mr. Herron attended the public schools of the city, and later was a student at the old Western University of Pennsylvania and the Newell Institute. Mr. Herron first was employed in the insurance office of R. Edwards & Son. He then went to the rolling mill of Zug & Company as mill clerk and paymaster. He later entered the real estate office of his father, afterwards becoming associated with him in the firm of W. A. Herron & Son. In 1900 Mr. Herron's father died and he formed an association with A. J. Kelley, Jr., and George D. Edwards, under the same name of W. A. Herron & Son. In 1902 they organized the Commonwealth Trust Company, Mr. Herron being elected the president. This position he holds at the present time. He is an officer and director of the Commercial National Bank and belongs to the Duquesne Club, the Pittsburgh Golf Club.



W. S. KUHN.
Capitalist.



J. S. KUHN.
Capitalist.

W. M. PATCH.



William Moore Patch, managing-director of the Pitt Theater, is a son of Captain Alexander M. Patch, of Lebanon, Pa., and Annie (Moore) Patch; he is therefore the nephew of Joseph Henderson Moore, senior partner of the banking firm of Moore, Leonard and Lewis, of Pittsburgh and Boston. Mr. Patch was born in Tucson, Arizona, July 30, 1887. He spent the greater part of his childhood in the West and Northwest with his father, who was an army officer. Mr. Moore was graduated from St. Luke's school, Wayne, Pa., in 1906. In January, 1907, he became secretary to the chief of the division of prints in the congressional library at Washington, D. C., and in October of the same year, private secretary to the manager of the Victor Talking Machine company, in Philadelphia and Camden, N. J. Mr. Patch came to Pittsburgh in January, 1909 as assistant dramatic and Sunday editor of the Pittsburgh Dispatch. He was made dramatic editor of that paper in September, 1909. In 1913 he became managing-director of the new Pitt theatre, projected by a group of wealthy Pittsburghers.

J. A. KNOX.

Joseph Alexander Knox, secretary and treasurer of the Dominion Trust Company, Pittsburgh, was born in Belfast, Ireland, January 15, 1867. His parents were Thomas Knox and Agnes (nee Rankin) Knox. He came to America in 1889 with his wife and obtained employment with the Pennsylvania Railroad in Pittsburgh in the office of the auditor of disbursements. Later he was employed in the controller's office. In 1900 he became assistant treasurer and assistant secretary of the Fidelity Title and Trust Company, remaining with this concern until 1910 when he left to become president of the United States Glass Company. In 1913, Mr. Knox decided to renew his connection with the banking business, and having resigned from the industrial concern, became the secretary and treasurer of the Dominion Trust Company, in Jenkins Arcade, Penn Avenue, Pittsburgh. Few men have risen more rapidly in the financial and industrial world than has Mr. Knox, and few men have been more worthy of promotion.



FRANK A. WESLEY.

Frank A. Wesley, vice-president and director of agencies of the Standard Life Insurance Company of Pittsburgh, was born in Cambridge, Mass., January 14, 1875. He was educated at East Greenwich Academy and Wesleyan University, from which he was graduated. After leaving college, Mr. Wesley went into the insurance business, in which he has been engaged ever since in various capacities.

He first worked for the New York Life Insurance Company, leaving it to become assistant New England manager for the Bankers' Life Insurance Company of New York. Mr. Wesley worked with Mr. Woodbridge on plans for the organization of a life insurance company. He has ever been an energetic organizer and has originated some special plans in life insurance work that have proved efficacious in the promulgation of the business.

Mr. Wesley knows every detail of the insurance business, having worked in every department and in every capacity to acquire the foundation of knowledge that he declares is required of any business man and especially of the insurance man. He has become a factor in insurance circles throughout the United States, his completely equipped and splendidly organized company making him a figure in such circles.

As a director of agencies, his work is comprehensive. It requires the largest degree of insight and the most particular conception of detail in its regulation. This branch of the insurance business is considered one of the most important factors for the upbuilding of any company. It is largely due to the untiring efforts and splendid executive ability of Mr. Wesley that the Standard Life Insurance Company, which he represents in the directorship of its agencies, is such an important and successful firm.

Mr. Wesley and Mr. Woodbridge, together, worked for a year and a half on plans for the organization of the Columbian National Life Insurance Company of Boston, Mass. before the work was perfected. Mr. Wesley worked for his company nine years, during which time he served in almost every capacity of leadership. He was first made Boston manager of the company, and his success in this smaller territory led to his promotion to be manager of the New England territory. His success in launching the company's business in all of the New England States was the commencement of his promotion in the company, an advancement of marvelous rapidity which was due entirely to the activity in service and successful competition of the manager. Mr. Wesley was next made assistant director of agencies for the Columbian National Life Company, later director of agencies and then he was admitted to the directorship of the company.

In May, 1910, Mr. Wesley resigned from the Columbian National and accepted a position as vice-president and director of agencies with the Standard Life Insurance Company, of Pittsburgh.

During his three years of service he has promoted the interests of the company to a remarkable extent. He is one of the most efficient insurance men in the city, and it is predicted that he will gain greater laurels in the future than he has in the past.



A. E. SUCCOP.



A. E. Succop, banker, of Pittsburgh, Pa., is connected with a number of important banks and manufacturing concerns, as the list of his official positions shows. Besides being president of the Germania Savings Bank, he is president of the German Fire Insurance Company, also a director of the Columbia National Bank, a director of the Colonial Trust Company, a director of the Freehold Bank, a director of the Parkersburg Iron & Steel Company, and a director of the Manufacturers Light & Heat Company. In a social way he is also importantly connected, as he is a member of the Duquesne Club, a member of the Pittsburgh Country Club and a member of the German Club.

He resides in the East End, Pittsburgh.

W. J. ZAHNISER.

William John Zahniser was born in Clinton county, Iowa, May 12, 1857, being the son of Jacob W. and Caroline (Bolton) Zahniser. Since 1883 he has been engaged as a building contractor. Mr. Zahniser is also the president of the Metropolitan Trust Company, president of the Butler Highfields Land Company, secretary and treasurer of the Oakmont Land and Improvement Company and secretary of the board of managers of the Allegheny County Work House. From 1900 to 1904 he was a member of Select council in Pittsburgh; 1907-1909 he was a member of the Oakmont borough council and in 1898 he served on the Pittsburgh City Republican committee. He is a member of the United Presbyterian Church, a member of the board of management, treasurer and chairman of the finance and the new building committees of the Lawrenceville branch Young Men's Christian Association. He is a Mason, a member of the Oakmont Country Club and Stanton Heights Golf Club.



GEORGE MILTENBERGER McCANDLESS.

George Miltenberger McCandless, banker and insurance man, was born in Allegheny, now the North Side of Pittsburgh, November 21, 1867. If a wise father and a good mother can aid a boy in getting started right, Mr. McCandless certainly lacked no incentive in his early environment to the achievement of success in life. His father was Major William Graham McCandless. His mother, Elizabeth F. McCandless, was a daughter of William F. Johnston, formerly Governor of Pennsylvania.

Mr. McCandless stood well in all his classes in the public schools, and won honors at Trinity Hall, at Washington, Pa. The greater part of his education was secured, however, in the great school of business.

When barely 18 years old he was given a position in the insurance office of W. G. McCandless, his father, as a clerk. Sometimes it is good for a young man to work with his father, especially if there is sufficient sympathy between them to prevent friction. The young man was successful from the start and pleased his father so well by his thrifty and progressive business qualifications that in 1898 a new insurance firm was incorporated—W. G. McCandless & Son. The son as junior partner increased and extended the business already established by the father and engaged in all lines of insurance.



Mr. McCandless' active mind, however, could not long be bounded by the confines of the insurance business, and soon he became interested in banking. He became director in the Commercial National Bank, and the Commonwealth Trust Company. Mr. McCandless' wide acquaintance and shrewd business instincts enables him to assist materially in increasing the business and prosperity of these institutions. He is also a director in the American Window Glass Company and in the Union Storage Company.

Notwithstanding the varied business activities of his life, Mr. McCandless finds time for social recreation. After the day's work is over in the office he loves to forget the endless grind of directors' meetings and the routine of writing and paying insurance, in social diversions at the numerous clubs and orders to which he belongs.

He is companion of the first class by inheritance in the military order Loyal Legion. Other clubs where he seeks social diversion include the Duquesne Club and the Pittsburgh Club.

Mr. McCandless is interested in clean health-giving sports of all kinds. He is a member of the Pittsburgh Athletic Association, the Allegheny Country Club and the Pittsburgh Golf Club. The Americus Republican Club is the only political organization to which he belongs. Mr. McCandless has attained high rank in the Masonic order, being honorary member of the Thirty-third degree, a member of the Ancient and Accepted Scottish Rite Masons, Past Commander of the Tancred Commandery, Past High Priest of the Shiloh Chapter, A. Y. M. and Past Master of Crescent Lodge, Free and Accepted Masons.



James I. Buchanan, financier and author, is president and a director of the Pittsburgh Trust Company, a member of the Board of Public Education until recently, and vice-president of the following companies: Manufacturers Light & Heat Company, Manufacturers Gas Company, Big Meadows Gas Company, Blackville Oil & Gas Company, Cameron Gas & Oil Company, Citizens Light & Heat Company of West Middletown; Citizens Natural Gas Company, of Beaver county; Franklin-Washington Gas Company, Jefferson Gas Company, Jefferson Telegraph Company, Montour Gas Company, Natural Fuel Company, and of a number of others. He is also president of the following companies: Pittsburgh Terminal Warehouse & Transfer Company, River & Railroad Terminal Company, Taylorstown Natural Gas Company, Terminal Trust Company, Washington Oil Company. He is trustee of several important estates and of the Athalia Daly Home.

W. C. Soles, bank president and real estate broker, was born in McKeesport, March 30, 1848. His parents were Louis Soles and Catharine W. C. SOLES. (nee Cavin) Soles. Following a rather brief education in the McKeesport public schools the lad entered the larger school of the world and obtained a job floating coal down the Monongahela river. For the next two years Mr. Soles lived in the mountain wilderness of Arizona. Upon returning to McKeesport he opened a real estate office, which is still conducted under Mr. Soles' direction. Mr. Soles has been connected with the National Bank of McKeesport since its organization, May 7, 1887, first as a director, then vice-president, and recently the president. He is the only surviving charter member of the board of directors now serving. Mr. Soles was married to Miss Emma Smith, of McKeesport. There are five sons and two daughters.



James Madison Stoner, Jr., treasurer of the Franklin Savings and Trust Company, was born March 21, 1870, in Second street, Pittsburgh. His parents were J. M. Stoner and Aurelia E. Stoner. He attended the public schools of Pittsburgh and the Sewickley Academy. When but 16 years old he accepted a position as a jewelry salesman. In 1901 he became purchasing agent for the Sharon Steel Company, of Sharon, Pa., where he remained until he accepted his present position as treasurer of the Franklin Savings and Trust Company. Mr. Stoner is director of the Franklin Savings and Trust Company, and a director and member of the executive board of the Salvage and Storage Company of Pittsburgh. He is a member of the board of governors of the Edgewood Country Club, is a director and the treasurer of the Edgewood Club, and a member of the Sharon Club.

W. C. BALDWIN.

William Collier Baldwin was born at Washington, Pennsylvania, January 12, 1858, the son of John Sealey and Jane Iams Baldwin. He has made a record of rapid progress in the business world. Mr. Baldwin received his education in the Washington public schools. After leaving school he became a news agent on the Pennsylvania Railroad. He next entered the dry goods business, in which he continued until he was 33 years old. In the meantime he became interested in oil, gas and water enterprises. In 1893 he entered the employ of the New York Life Insurance Company. In 1895 he was appointed agency director.

He accepted a general agency with the Canada Life Insurance Company in 1902, and later that year organized the Pittsburgh Life & Trust Company. In 1907 he was elected president and general manager of the latter company. He is a director of the Keystone National Bank of Pittsburgh and the Union Trust Company of Washington, Pa.; treasurer of the Waynesburg Water Company, and president of the Murdoch-Baldwin Oil Company of Washington. He holds a membership in the Duquesne Club of Pittsburgh.



PITTSBURGH LIFE & TRUST CO.

THE remarkable growth of the Pittsburgh Life & Trust Company, which was organized ten years ago by Mr. W. C. Baldwin, its president, is a matter of common report. This company now ranks among the leading life insurance companies, standing twenty-fifth in a list of two hundred and thirty-nine companies. Its income in its tenth year is more than that of any other company in twenty-five years. It has insurance in force of more than \$97,000,000, and an annual income of more than \$4,000,000. To stand twenty-fifth among two hundred and thirty-nine insurance companies in a country that has more insurance on the lives of its citizens than any other, and where are located the largest life insurance companies in the world, is a great accomplishment.

Its production of new business indicates the possession of a strong agency force. Its business has been increasing at a rapid rate. The insurance paid for in 1910 was \$11,600,000; in 1911 \$17,700,000, and in 1912, over \$20,000,000.

It is evident that the Pittsburgh Life & Trust Company compares favorably with the leading companies as to the carrying out of the benevolences of life insurance, for in the past ten years it has paid to living policy holders \$6,800,000, and to the beneficiaries of those who died \$6,700,000.

The growth of the life insurance companies whose home offices are in the city of Pittsburgh is a matter of exceeding interest to the citizens interested in the city's business development. Life insurance companies have enlarged the financial resources of other cities, and it must be true that the life insurance companies of Pittsburgh will add to the financial importance of their city. We have but to call attention to the large number of life insurance companies located in New York city, Chicago and Philadelphia, and in some of the smaller cities that have been largely advertised through the fact that they contain the head office of some great life insurance company. We cite, as examples, Milwaukee, Wis.; Hartford, Conn.; Boston, Mass.; Cincinnati, Ohio; Springfield, Mass., and Montpelier, Vt.



Leopold W. Vilsack is the son of Leopold and Dorothy Blanck Vilsack, and was born in Pittsburgh

LEOPOLD W. February 6, 1872. Mr. Vilsack is a
VILSACK. jeweler by trade, and was in the jewelry
business in Fifth avenue for 18 years.

His early education was obtained at St. Augustine's parochial school, of Pittsburgh, and in Holy Cross College in the same city. Later he took an academic course at the famous old college of St. Vincent, conducted by the Benedictine Fathers, at Beatty, near Latrobe, Pa. He then served an apprenticeship at his trade, after which he went into business. Mr. Vilsack is the treasurer of the Devonshire market, Pittsburgh. He is a member of the P. A. A., Knights of Columbus, Elks and American Automobile Association. Before her marriage, Mrs. Vilsack was Miss Nellie Vetter. There are six children.

Carl Gregory Vilsack, the youngest son of Leopold and Dorothy Vilsack, left college three years ago, where

CARL
GREGORY
VILSACK.

he graduated in law, but he elected to enter the real estate business. He was born in Pittsburgh April 27, 1887, and after studying the elementary branches at schools there he entered Georgetown University, where he finished in law in 1910. Upon returning to Pittsburgh he formed the Vilsack Land Company, of which he is president. In addition to the affairs of this concern, he handles a general real estate brokerage business. Mr. Vilsack is a member of the Pittsburgh Country Club, the Pittsburgh Athletic Association, the Delta Khi fraternity and the Georgetown Law Club. In 1908 he was a delegate from Georgetown University to the College Men's Convention in New York City. He is a Democrat.



Banker, promoter and manufacturer describes O. J. Vilsack, who, with his wife, formerly Miss Gladys

O. J. Brace, and two children, lives at 374
VILSACK. South Negley avenue, Pittsburgh. Mr.

Vilsack is a son of Leopold and Dorothy Vilsack. He was born in Pittsburgh July 2, 1880, and at an early age was a pupil at St. Joseph's parochial school, in Pittsburgh. Later he entered Mt. St. Mary's College, at Emmettsburg, Md., where he graduated in 1900. He then took a post graduate course at the University of Pittsburgh. He entered the banking business, and is now a director and assistant treasurer of the East End Trust Company, a director and treasurer of the Standard Mirror Company and a director and treasurer of Joyce's Catering Company. He is a member of the German Club, the Pittsburgh Athletic Association and the Elks.

HENRY P. CIPPERLEY.

There was a time in the history of this land when one could go to Washington, or, for that matter, the capital of any State, and see among the legislators there, men high in the affairs of the people whose proudest boast it was that they had spent their boyhood days on the farm.

Law offices were filled with honest farmers' boys, and clerks in stores and offices needed offer no better recommendation than that they had worked at the plow in their youth. Men of this type have of late gone out of style. Cities have offered so much attractiveness that successful business men have become loth to say they came from the country, whether they really did or not.

That, however, is not the case with one man of affairs in Pittsburgh, and that man is Henry P. Cipperley, one of the most widely known insurance men in this section of the country. Mr. Cipperley was born and reared on a farm, and he is glad to let that fact be known. Never once, through his long series of promotions in Pittsburgh, has he forgotten the joyful days of his boyhood when, care-free and amid healthy surroundings, he grew to maturity and then gave a helping hand to his father in the fields.

Mr. Cipperley's father, William H. Cipperley, and his mother, Mrs. Emma Cipperley, whose maiden name was Picket, owned a farm in Chautauqua county, New York, a county that has later become famous in more ways than one. There it was that the present Pittsburgh insurance man first saw the light of day, August 19, 1870. At an early age he was sent to the public schools of his district, and later he went through high school. Upon graduating he returned to the farm of his parents, and there he remained till he was 25 years old, giving his father what aid he could in the summer time, and sharing their rest during the winter months.

Having given considerable thought to the subject of life insurance, which at that time was not any too well understood by people other than financiers and bankers, his natural inclination was to convince people that insurance was a good thing, something that no man or woman should be without, and then sell them contracts for whatever amounts they could carry.

Once having entered the business, his old-time perseverance on the farm stood him in good stead, for he stuck to his job in spite of many discouragements until insurance heads began to recognize his worth. From that day to this he has been in the insurance business, sometimes leaving one position to get a better one, but always managing to rise a little with each succeeding change. For five years he was the State manager of one company, and then, March 8, 1912, he was elected president and general manager of the Bankers Protective Life and Benefit Association. Also, he was elected to membership in the board of directors. In addition to this position, Mr. Cipperley is the secretary and treasurer of the United States Finance & Security Company.





OSCAR L. TELLING.

OSCAR L. TELLING.

Oscar L. Telling, former United States bank examiner, and bank president, was educated in the University of Colorado, graduating in 1897 with the degree of doctor of medicine. As a student in the public schools prior to entering college Mr. Telling showed unusual aptitude in mathematics.

However, urged by relatives who wished the young man to follow a profession rather than engage in business, Mr. Telling at length consented to enter the university as a medical student. Putting resolutely aside all thoughts of business and the studies which would fit him for a more congenial occupation, Mr. Telling gave the closest attention to the study of medicine.

As a result he graduated with credit and at once started to practice his profession. Notwithstanding that the work was not congenial, Mr. Telling stuck at it for four years. He built up an extensive and profitable practice. Success came, however, not because he liked the work, but because he was grimly determined to succeed. Shrewd insight into human nature and a pleasing personality backed by a good education brought him many patients.

Fully realizing, at last, however, that he would be much happier and better satisfied in some other occupation, Mr. Telling, through friends, secured a position as examiner for the United States Civil Service Commission. Here he found a wide field for the exercise of his peculiar talents. He won the confidence of his superior officers and soon was appointed secretary for the Eleventh district under the Commission.

Skill in handling money and in keeping accounts was natural to Mr. Telling, and he was delighted when at length he learned that he had been appointed expert accountant for the United States Mint at Denver. He was brilliantly successful in this position. From this time on his rise was rapid. Soon he became clerk in the office of the Comptroller of the Currency and soon was again promoted, this time to chief of the division of reports in the Controller's office. At last he was appointed national bank examiner.

Mr. Telling's next step upwards in the business world was taken when he was selected president of the First National Bank of Pittsburgh. It was a big promotion, but Mr. Telling was ready for it and did not hesitate to embark upon the larger career which thus was opened to him. Later, when the First National Bank and the Second National Bank were merged into the First-Second National Bank of Pittsburgh, Mr. Telling became vice-president of the larger concern. He resigned from this position July 1, 1913.

Among the other business enterprises in which Mr. Telling has been engaged is that of coal mining and the manufacture of coke. He is director in the Thompson-Connellsville Coke Company.

He belongs to the Duquesne Club, the Pittsburgh Athletic Association, and many organizations of the Masonic order.

H. P. TAYLOR & CO.

The leading investment security house in Pittsburgh, H. P. Taylor & Co., is a characteristic example of the success that has been achieved by Pittsburgh enterprises in every direction. A large and constantly growing clientele has been built up all over the United States by this house, solely through the thoroughness and efficiency of business methods, which largely explains the enviable position of Pittsburgh and Pittsburgh institutions in the financial, as well as in the commercial and industrial world. H. P. Taylor & Co. have franchises in New York and Buffalo from which, along with the Pittsburgh office, they handle enormous correspondence with investors in every state in the union. Their exceptional facilities for obtaining reliable information regarding conditions in the investment markets, are constantly at the service of their clients.

Safety first is the motto of the house. Its success has been wholly built up on the principle that the amount of yield and quick convertibility are only to be considered after the security of principal has been assured. It is a pleasure of H. P. Taylor & Co. to keep their friends and clients constantly advised in regard to investment opportunities, and correspondence from all who are interested in investment matters is cordially invited. H. P. Taylor & Co.'s monthly bulletin, in which subjects of timely character are carefully discussed, will be forwarded on request.



One of the best known of the younger business men of Pittsburgh is Charles Emmett Flinn, son of John Flinn and brother of Senator William Flinn.

CHARLES
EMMETT
FLINN.

After leaving school Mr. Flinn engaged in business, and later was elected president of the American Reduction Company, the biggest concern of its kind in Pittsburgh and the western end of the State. His company holds large city contracts, and under his direction has proved itself most profitable. Mr. Flinn is known as one of Pittsburgh's fondest lovers of sports, which he patronizes and encourages to no little extent. Mr. Flinn, in addition to being president of the American Reduction Company, is connected with a number of other interests throughout Western Pennsylvania, although he does not participate in the actual directing of any of the various companies.

William Young English was born in Pittsburgh, Pa., August 23, 1878, a son of Robert and Jane Boyd English.

He attended the public schools of Pittsburgh and the commercial and academic departments of the high school from which he graduated. He was employed by the Kelly & Jones firm from 1897 to 1906 as manager of the plumbing department. Later he was with the George H. Soffel Company as secretary, until 1910. In that year he became secretary of the Sterling Sanitary Manufacturing Company, which position he now holds. Mr. English is a Mason and Shriner, is married, has two daughters and resides in the Twentieth ward. He has worked constantly for public improvements, and the Corliss street project recently started was pressed by him, as well as many other improvements of public importance. Mr. English was returned to Council in Pittsburgh, November 4, 1913. He expects to devote practically his entire time to the business of the city.

W. Y.
ENGLISH.





HARRISON NESBIT
President of the Bank of Pittsburgh, N. A.



Clay C. C. Stotler, who manages the title department of the Guarantee Title and Trust Company of Pittsburgh, was born in Delmont, Westmoreland county, January 16, 1882. His parents were Harrison Stotler and Mary (nee Trees) Stotler. Mr. Stotler attended Westminster College, New Wilmington, Pa., and graduated from Eastman National Business College, at Poughkeepsie, N. Y. Securing a position as bookkeeper in the Delmont National Bank he became cashier in four years. For one year each he was cashier of the Monongahela Valley Bank, at Duquesne, Pa., and financial secretary of Riverview Park Association, in Chicago. He entered the title department of the Guarantee Title and Trust Company as search clerk and was gradually promoted to general manager. He belongs to the Odd Fellows, Union Club, Pittsburgh Field Club, Pittsburgh Real Estate Board, Pittsburgh Automobile Club and the Pittsburgh Board of Trade.

Prominent among the big banking depositories of the Smoky City is the German Savings & Deposit Bank, located at the corner of Carson and South Fourteenth streets, on the South Side. The directors include: Chas. E. Succop, John Siebert, John Weilersbacher, W. L. Monro, Geo. E. Lorch, G. J. Bleichner, Alois Winter, Chas. H. Goettler and J. E. Roth. This financial institution is a Savings and Discount Bank, organized 1871 on a small scale. The present capital is \$200,000.00, and surplus \$450,000.00. At the close of business March 31, 1913, it had deposits aggregating more than \$4,000,000. John P. Heisel was the first president, and E. G. Scholze first cashier. In 1877 Bernard Krugh was elected president, and he was later succeeded by Gregor Fox. January 12, 1888, J. B. Lutz was elected president, and succeeded by Frederick Maul, who retained the office until his death. Thereupon J. F. Erny was made president, and Mr. Erny was succeeded by J. E. Roth. The present officers comprise: J. E. Roth, president; Chas. E. Succop, vice-president; A. P. Miller, cashier, and John McKain, assistant cashier. In addition to the general banking business conducted by the German Savings & Deposit Bank, a Foreign Exchange & Steamship Department is maintained. Foreign gold and currency is bought and sold, and letters of credit and travelers' checks issued. In addition it has a thoroughly organized safe deposit department.

John Loresch, president of the Allegheny Valley Bank, whose residence address is 168 Forty-sixth street, Pittsburgh, came to this country when he was 20 years old. As the son of John A. and Katherine (Schneider) Loresch, he was born in Detter, Bavaria, Germany, February 27, 1847. Arriving in America in 1867, he settled first in Allegheny, entering into the plastering business. In 1873 he began business as a contractor. He retired from active business in 1909 and was elected to the presidency of the Allegheny Valley Bank. For 26 consecutive years he was elected president of the Metropolitan Building and Loan Association of Pittsburgh. Ever since his arrival here Mr. Loresch has been a communicant of the Third German Lutheran Church of Pittsburgh and has, for the thirty-third time in as many years, been elected treasurer of that congregation.

JOHN
LORESCH.





JOSHUA RHODES

WORTH KILPATRICK.



Worth Kilpatrick was born in Connellsville, Pa., March 31, 1847. His father and mother were John P. Kilpatrick and Mary Marietta Kilpatrick. He spent 25 years as a successful contractor, and also as a manufacturer of fire brick. Mr. Kilpatrick helped organize the Second National Bank of Connellsville, acting as Vice President till 1904, since which time he has been its President. In 1893 he organized the Indian Ridge Coal and Coke Company, operating in the Pocahontas coal fields, and as President of that company and later President of the Zenith Coal & Coke Company, the Kilarm Coal and Coke Company, the Webster Lumber Company, and the E. & A. R. R.; has continued actively in the coal and allied businesses until the present time. He belongs to the Methodist Protestant Church, has filled various offices in the Odd Fellows and Knights of Pythias lodges, served as member of Council, President of the Y. M. C. A., and President of the Chamber of Commerce.

HENRY M. KEPPEL.

Henry M. Keppel, of Corry, Pa., since coming to the United States from Germany, has done much for the growth of that town. At present he is the president of the Corry National Bank and the Corry Metal Manufacturing Company and is the senior member of the firm of Moore, Keppel & Company, of Randolph county, West Virginia. Mr. Keppel was born in Germany, November 13, 1837, and was sent to school at an early age. Upon finishing his studies there he came to the United States in 1853, when only 16 years old. Instead of remaining in New York City he went direct to Buffalo, where he spent nine years. At the end of that time he decided to come to Pennsylvania. In Corry he entered the manufacturing business and has been unusually prosperous ever since. Mr. Keppel is a member of the Independent Order of Odd Fellows and the B. P. O. Elks and is the father of two children, Harrison Keppel, aged 19, and Marie Keppel, aged 17.



C. A. COGGINS.

The president of the big commission house at 56 Twenty-first street, Pittsburgh, operated by the M. O. Coggins Company, is Clifton Aubrey Coggins, who at the time of the death of his brother, M. O. Coggins, stepped into his place and has filled it ever since. As a son of John and Martha Coggins, he was born in Baltimore, Md., October 6, 1877, and was educated in the public schools of the Monumental City. After leaving school he decided to enter into the electrical supply business. After carrying on this trade for a brief period of time he retired, to enter the produce business. Prior to his brother's death, he identified himself with the big Pittsburgh concern and was there for several years before assuming charge. Since then the M. O. Coggins Company has become one of the heaviest shippers and distributors of high class fruits and vegetables in the United States. Mr. Coggins lives at 731 California avenue, Avalon.



R. D. ELWOOD.



Captain Robert David Elwood, one of Pittsburgh's oldest and best known business men, is a Civil War veteran and a veteran grain operator of that city. He was born in Apollo, Armstrong county, Pennsylvania, April 17, 1836. After leaving school for several years he ran the Blairsville packet on the historical old Pennsylvania canal. He enlisted September 16, 1861, in Company I of the Seventy-eighth Regiment of Pennsylvania Volunteers, and upon the organization of the regiment was made a lieutenant, and a little later a company captain, and as such served through the war. He then returned to the Pittsburgh district and, in 1866, married Miss Mary Llewellyn, of Apollo. Since 1872 he has carried on a grain trade in Pittsburgh. He is president of the First National Bank of Verona, and a director in the First-Second Savings and Trust Company. He was elected president of the Pittsburgh Grain and Flour Exchange at its organization in 1882 and served as such for several terms.



Don Rose is one of the younger coterie of lawyers who has attained recognition as an able trial lawyer. He

was born at Grove City, Pa., February 8, DON ROSE. 1881, son of Professor Homer Jay Rose and Margaret (nee Shaw) Rose. The family moving to Sewickley, his early education was obtained at the common and high schools there. Early thrown on his own resources, young Rose determined on a classical education, and, by his industry, graduating from Princeton University 1902. He attended Pittsburgh Law School, and was admitted to the Allegheny county bar in 1905. He was attorney for the Pittsburgh Railways company for five years, resigning January 1, 1911, to become assistant district attorney. He served one year, resigning to take up private practice. He was made counsel for the Pittsburgh Coal company April 1, 1912.

Peter G. Walter, Pharmacist, was born in Allegheny, Pa., February 1, 1883, the son of Peter Walter, Jr., and Alice Macdonald Walter. He received his

PETER G.
WALTER.

education in the public schools of Pittsburgh, Mercersburg Academy and the School of Pharmacy of the University of Pittsburgh; graduated in 1904, taking the post-graduate course in 1905; instructor in the Pharmacy School until 1907. He purchased the pharmacy at 626 Chestnut Street, North Side, this store being formerly owned by his father until his death in 1889. The store is one of the ethical pharmacies of the state, devoting their efforts entirely to strictly pharmaceutical and apothecary business. Mr. Walter is a member of all the National, State and County Pharmaceutical associations and societies; a director in the School of Pharmacy, University of Pittsburgh, and was formerly vice-president of the National Association of Retail Druggists.



William J. Tanney, head of the Tanney Detective Agency of Pittsburgh, was born in Elk county, Pa., in

1865. He is the son of Patrick and Ann WILLIAM J. TANNEY. Tanney. He worked for the Berwind-

White Company in various capacities until he was 20, when he came to Pittsburgh and entered the service of the Cochran & Free Contracting Company. In 1890 he was appointed patrolman in Pittsburgh, in 1893 was made lieutenant of police in the First district, and in 1896 for meritorious service was made captain of police. He remained in the city service until 1900, when he resigned to enter the hotel business on the South Side. In 1906 Mr. Tanney was granted a license to conduct a detective agency, which business he is engaged in now. He was at one time a member of council, and is a member of the Duquesne Council, Knights of Columbus.

THOMAS CLIFTON JENKINS.

Thomas Clifton Jenkins, son of Thomas C. Jenkins and Eleanor K. Elliott Jenkins, is a member of one of the largest wholesale grocery and flour jobbing firms in Pittsburgh or the vast territory known as the Pittsburgh district.

Born in Pittsburgh, Mr. Jenkins was educated in the Allegheny public schools and in the preparatory school of the Western University of Pennsylvania. He was graduated from Harvard College with the class of 1892, and from Harvard law school in the class of 1894.

Entering the employ of his father after finishing his school studies, Mr. Jenkins worked until he familiarized all the details of the mammoth business his father had built up, at the store in Penn avenue where the elder Jenkins had realized his dream of the largest wholesale grocery business in the Pittsburgh district, after 50 years of endeavor.

It was not until two or three years ago, however, that he, together with his brother, Edward E. Jenkins, was admitted to partnership in the firm, the father until that time having conducted the vast business himself. In the year that preceded the elder Jenkins' death, the sons, trained in detail work and familiar with the working of the big enterprise, were well qualified to take up their father's work.

Although T. C. Jenkins, the founder, was modern as a business man, and spared no pains in renovations and innovations, his son, Thomas Clifton Jenkins, with his brother, found many ways in which to practice more progressive ideas in the conduct of the vast business, and he did not fail to employ them.

Mr. Jenkins' skill and ability, represented in his handling of the great mass of business details attendant upon intelligent and successful management of the company's interests, are generally recognized in Pittsburgh, as well as elsewhere throughout the big district served by the concern. This is attested by the election of Mr. Jenkins to the board of directors of the Bank of Pittsburgh, one of the oldest and best known banks in the city of Pittsburgh. The Fidelity Title & Trust Company also has taken cognizance of his financial and business managerial abilities, and he has been elected to the directorate of that institution as well.

The greatest part of Mr. Jenkins' work, of course, is in handling the big interests built up by his father. The old six-story store in Penn avenue, built by the father, has been supplanted by the Jenkins Arcade. The firm now is located in the Terminal Warehouses. The firm does not supply only Pittsburgh, or Allegheny county, but covers the whole territory from Center county, Pennsylvania, to Central Ohio, and from the Great Lakes to Maryland and West Virginia, though many shipments are made by the company to points far more distant. Its employes number far in excess of 200, while a whole regiment of salesmen are busy on the road at all times.

Mr. Jenkins is a member of the Duquesne, University, Pittsburgh, Country and Union Clubs and the Pittsburgh Athletic Association.



J. J. FERRIGAN.

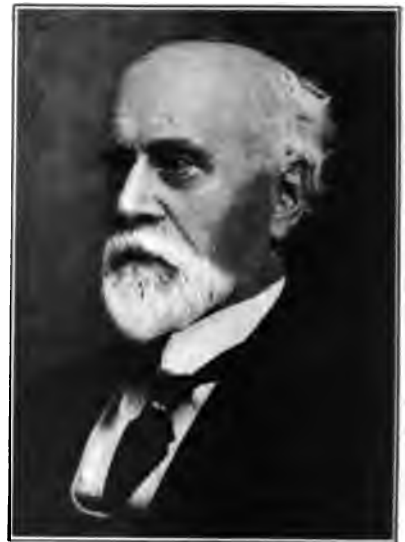


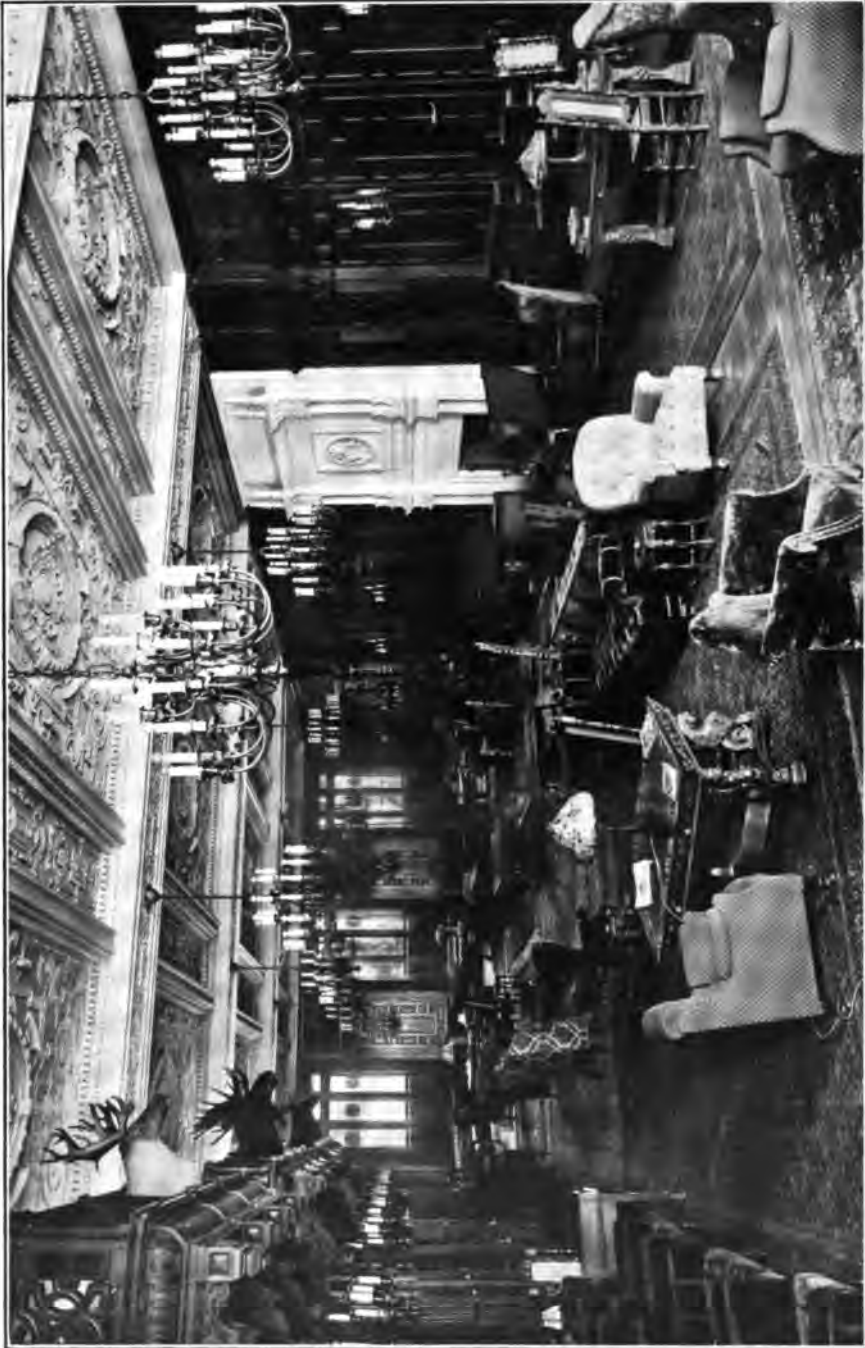
James J. Ferrigan, president and general manager of the Skelly Department Store of McKeesport, was born in Philadelphia, Pa., November 19, 1865, the son of Frank and Eliza Ferrigan. He attended St. Peter's parochial school until 15 years of age, leaving his studies to take a position in the National Tube Works. He worked in the shops three years, later clerking for seven years. He then embarked in the retail shoe business and remained in that line 20 years, leaving in 1910 to assume his present position with the Skelly Company. He is president of the City Bank of McKeesport and served two years in the city council there, from 1892 to 1894. Mr. Ferrigan's political career ended when he decided to devote all his attention to his business interests, which were steadily increasing. He is a member of the Knights of Columbus and of the McKeesport Lodge of B. P. O. Elks. In January, 1887, he was married to Annie M. Becker, daughter of the late C. L. and Mary Becker.

JAMES H. OSMER.

In the death, October 3, 1912, of James H. Osmer, of Franklin, Pa., the legal profession of Western Pennsylvania, and particularly of Venango county, lost one of the leading lawyers in the state, and an exceptionally fine speaker. Mr. Osmer, who for years had been recognized as the leading lawyer of his county, was born in Kent county, England, January, 1832. As a child he was brought to the United States by his parents, who settled in Center county. There he received his early education, but at the age of 18 he found it necessary to teach school in order to earn and save money with which to educate himself for the law.

Upon graduating from Dickinson Seminary, at Williamsport, he went to Elmira, N. Y., and there registered in the office of Robertson & Fassett. After practicing in the Empire State for a number of years he was sent to Venango county to look over and protect the interests several of his clients had purchased there. There his practice increased to such an extent that he opened an office, and continued in the practice of his profession until his death. Later in life he formed a partnership with his two sons and conducted the business under the firm name of J. H. Osmer & Sons. With the exception of a short interval of one term in the House of Representatives in Congress, 1878 and 1880, his whole life was devoted to his profession.





ENGLISH ROOM, FORT PITT HOTEL.



The East Liberty district of Pittsburgh owes much to John Peter Kleman and his progressiveness, and the hotel business is indebted to Mr. Kleman for his ideas. Mr. Kleman was born November 12, 1861, in Pittsburgh, a son of Peter Kleman and Anna Catherine Steinbach Kleman. Mr. Kleman attended the public schools and the Washington school in Lancaster county, Pa. He was graduated from St. Vincent's College, at Beatty, Pa., in 1876. He served three years in the state militia. Since his entry into the hotel business he has been a leader in recognizing all the latest innovations and improvements, as well as progressive ideas. On October 3, 1905, he married Miss Nellie Regis Hutchinson, of McKeesport. He is a member of the Americus Republican Club, the Young Men's Republican Tariff Club and of the Elks.

Fred Fichtel was born in Nuremberg, Germany, February 20, 1852, and educated at the schools of that city. He came to the United States when he was but 16 and settled in Pittsburgh. He worked in the steel mills of the South Side until he was 21, when he went into the grocery business. He continued in that business for 16 years, when he changed its character from retail to wholesale; the firm was known as Behorst & Fichtel. In 1904 Mr. Fichtel bought out his partner and changed the firm name to Fred Fichtel & Son, which stands today. He was a member of Select Council of old Pittsburgh, and before that he was president of the Borough Council when the South Side was still a borough. He is prominent in Masonic circles; is vice-president of the Western Savings Deposit Bank, and is president of the Hill Top Savings & Trust Company.



Charles Arthur Muehlbronner, president of the Iron City Produce Company, president of the Standard Ice and Storage Company, president of the Pittsburgh Produce Trade Association and a director in the Western Savings & Deposit Bank, began his business career at the extremely youthful age of seven. Mr. Muehlbronner was born in Philadelphia May 10, 1857. After leaving school he learned the painter's trade, but when he got to Pittsburgh, in 1878, he saw a more prosperous future in marketing. In the course of time he worked his way up till he became president of several large concerns. In 1881 he was elected to the city council of old Allegheny, and held his place six years. He was a member of the State House of Representatives four terms, the State Senate one term, and was Secretary of the Republican County Executive Committee for three years.

W. S. ARBUTHNOT.

One of the leaders in commercial activity in Pittsburgh is Wilson Shaw Arbuthnot, a leading wholesale dry goods merchant. Mr. Arbuthnot was born in Allegheny city, July 28, 1865, the son of Charles and Elizabeth Shaw Arbuthnot. He secured a liberal education, and in 1887 was graduated from Princeton University. Practically every progressive city-wide movement in Pittsburgh in many years has had associated with it the subject of this life sketch. He is today president and director of the Arbuthnot-Stephenson Company, one of the biggest wholesale dry goods stores in Pittsburgh. Mr. Arbuthnot has shown a keen interest in hospital advancement in Pittsburgh, as a result of which he has come to be second vice-president and director of the Western Pennsylvania Hospital. He belongs to the leading city and country clubs of Pittsburgh, and he is a member of the Racquet and University clubs of New York city.



THOMAS H. SHEPPARD.



Thomas Howe Sheppard is a Pittsburgher, born in that city amid all the noise of an Independence Day celebration, July 4, 1867. His parents, Hamilton and Jane Sheppard, gave him all the advantages of a good common school education, and he was graduated from high school in February, 1883. Immediately he obtained employment with the Arbuthnot-Stephenson Company, wholesalers in dry goods, notions and floor coverings. He has remained there ever since and has been elevated to the position of director, and is now and has been since their incorporation secretary and treasurer. He is also a director of the Pittsburgh Association of Credit Men, and the president and director of the Rotary Club. Mr. Sheppard also holds membership in the Duquesne Club, the Pittsburgh Athletic Association, the Pittsburgh Country Club, the Pittsburgh Chamber of Commerce, the Pittsburgh Board of Trade and the Oakland Board of Trade.



In Pittsburgh among her scores of prominent citizens, one stands out as a figure of peculiar national note, his wide reputation not being gained in the business or professional circles of his home city, but in the great world of sports.

The man referred to is Ora C. Morningstar, former world's champion at billiards, 18-1 balkline. and 18-2. Mr. Morningstar, as a cue expert, is remarkably clever. He was born November 26, 1874, in Rochester, Indiana, being the son of George and Sophia (Engcart) Morningstar. After finishing his education in the public schools, Mr. Morningstar became a professional billiardist. He came to Pittsburgh three years ago. The brilliant cueist learned billiards himself by going up against experts in the game both here and in Europe. He is connected with the Harry Davis amusement enterprises in Pittsburgh. Mr. Morningstar is married and has one son.

Edward Fischer, motion picture pioneer in the theatrical world, was born in Allegheny, the son of Frank Fischer and Katherine (nee Beilstein) Fischer. He attended the North Side public schools and early entered upon a mercantile career. He has been active in politics and held a city position under Mayor W. J. Wyman. Mr. Fischer is proprietor and manager of the Ideal Theater, at 610 East Ohio street, North Side, a leading amusement place north of the river. Mr. Fischer's photoplay theater is one of the finest establishments of the kind. The pictures shown in the Ideal are wholesome and instructive, products of the leading photoplay actors in the country. Mr. Fischer belongs to the Loyal Order of Moose, and he has made his mark in athletics through his membership in the Troy Hill Turnverein. His pleasing personality attracts many patrons to the Ideal Theater.

EDWARD FISCHER.



Richard A. Rowland, an officer and director of numerous amusement enterprises, was born in Pittsburgh December 8, 1880. He lived in the old Seventh ward, and graduated from the Pittsburgh High School when he was 18 years old. His father died soon after that, and he took charge of his business interests in calcium light concerns. In time he became interested in the moving picture film business and became president of the Pittsburgh Calcium Light and Film Company, with offices throughout the United States. He disposed of this business, but is still interested in various film companies, and owns the Rowland Theater in Wilkesburg, together with various other theater interests. Mr. Rowland is not yet 35 years old and has laid aside enough to keep him thoroughly independent. He is a member of the Pittsburgh Athletic Association.

RICHARD A. ROWLAND.





WM. P. CANFIELD,
Treasurer.



JAMES A. CAREY,
President.



JOHN W. NOVAK,
Vice President.

LIBERTY ENGRAVING COMPANY.

It is not alone in its iron, glass and steel supremacy that Pittsburgh is able to boast of leadership, for in recent years there has been developed by one Pittsburgh company an establishment which has given the city a prominence and a prestige in its particular field which formerly was accorded only to eastern houses. The company referred to is the Liberty Engraving Company. Their business is engraving, except that in their case the word "business" is to some extent a misnomer, because this house of engraving superiority makes of their work an art as well as a business. Situated on the corner of Liberty avenue and Wood street, and occupying the entire fifth floor of the Post Building, they are centrally located in the very heart of Pittsburgh's business district, and are thus enabled to offer their customers a service in the way of quick attention to their wants which can perhaps best be appreciated by men who require art and engraving service. The Liberty Engraving Company goes a step further in the way of providing service to their customers, by operating their plant night and day. This is an exclusive feature of "Liberty service," and is only duplicated in the cities of New York and Chicago. As for the quality of the work produced by this front rank engraving house, the best testimony is the record of their wonderful progress in a few short years, the constantly increasing number of new patrons, and the confidence placed in them by old friends. Another evidence is the half-tone plates illustrating this volume, which were all made by this house. In the production of half-tone work and zinc etchings, faithful reproduction of the subject and printing quality are the watchwords. An art department for designing and illustrating is maintained, as well as complete facilities for all kinds of commercial photography.



Vincent D. Nirella, band and orchestra leader, was born in Italy, October 19, 1873. He is the son of Carmelo and Angelina Nirella. He was brought to America by his parents in 1883, receiving his education in the public schools of Pittsburgh, where they located. Mr. Nirella attended the conservatory at Leipsic, and for 25 years has been a professional musician. For 15 years he has conducted Nirella's Fourteenth Regiment Band and before that was director of Nirella's Band. He has played at four presidential inaugurations and before many noted people. Orchestras under the leadership of this able musician are playing at the most noted hotels and clubs of Pittsburgh. Mr. Nirella belongs to numerous musical organizations in the United States. He is noted in Canada and all parts of the United States for his splendid bands and orchestras and is in demand for international occasions of more than ordinary interest.



Alexander Leggate, pioneer real estate and auction man of Western Pennsylvania, was born in Glasgow, Scotland, March 18, 1833, and died in Allegheny, now the North Side of Pittsburgh, July 28, 1897. His parents were Alexander Leggate and Janet (nee Fraser) Leggate. After attending the public schools for a short time he began work distributing newspapers in Pittsburgh. At length he engaged in the auction business on the North Side. To this he soon added the real estate business, and he was connected with some of the largest real estate deals ever closed on the North Side. He was in the iron business with Henry Phipps and John Walker. He was treasurer of the North Presbyterian Church for 25 years, and president of the Waverly society. Mr. Leggate married Miss Martha Reid, of Glasgow, 37 years ago.

One of the most successful business men and mechanical experts in Pittsburgh, Hugh Addison Reed, died April 23, 1912. Mr. Reed was born in Pittsburgh, North Side, December 25, 1853, the son of William and Eliza Reed. He was educated in the public schools of old Allegheny, and later attended Monaca College, at Monaca, Pa. In 1882 he was married to Miss Amanda Hartzell, who survives him. Mr. Reed had made mechanical construction and designing a life study, and his counsel was always sought by machine builders. He was the president of the Baird Machinery Company, president of the Collins Manufacturing Company, and owner of the Acme Metal Polish Company. Mr. Reed was a member of a number of German singing societies in and around Pittsburgh. He was noted for his charitable acts in connection with two orphans' homes in Allegheny, to which he left a substantial bequest.

HUGH
ADDISON
REED.



The Pittsburgh district lost a representative and worthy citizen in May, 1913, with the death of Thomas Mellon Evans. Born in Pittsburgh on October 23, 1875, a son of James Evans and Rebecca Stotler Evans, he attended Pittsburgh public schools and Shady Side Academy. He was graduated from Yale in 1898 with the degree of A.B. On October 18, 1900, Mr. Evans was married to Martha Jarnigan, of Mossy Creek, Tennessee. Two children were born, Eleanor and James. For some years prior to his death Mr. Evans was president of the National Bank of McKeesport, and a director of the Colonial Trust Company, Pittsburgh. He was a member of the Pittsburgh Athletic Association, the University Club, both of Pittsburgh, and of the Youghioghny Country Club, an organization located near McKeesport.

THOMAS
MELLON
EVANS.

Patrick Henry Keefe, president of the Allegheny County Liquor Dealers Protective Association, was

**PATRICK
HENRY
KEEFE.**

born in Pittsburgh February 17, 1863. He is the son of Patrick and Catherine Keefe, who came to this country from County Galway, Ireland, locating in Pittsburgh a few years before the Civil War. Mr. Keefe attended parochial school in Pittsburgh and learned the machinist trade, which he followed for several years. He then embarked in the hotel business in Sharpsburg, opening his hotel in 1897. Mr. Keefe has followed this business ever since, becoming a factor in the county liquor dealers' association. He is a member of the Ancient Order of Hibernians, the Catholic Mutual Benefit Association, Young Men's Institute and the Order of B. P. O. Elks.



FREDERICK GWINNER.

Frederick Gwinner, banker and general contractor, was born in Wurtemberg, Germany, and came to Manchester, now North Side, Pittsburgh, when a very young man. Mr. Gwinner was first employed as an omnibus and street car driver, and later went into the teaming business. He gradually increased his facilities until he became one of the leading railroad and general contractors in Pittsburgh. Mr. Gwinner, while doing work for all the railroads entering Pittsburgh, worked principally for the Pittsburgh, Fort Wayne & Chicago Railroad. He also built many of the traction lines of the city and laid many of its natural gas lines. He was a leading spirit in the financing of many of these companies, and at the time of his death, September 4, 1909, was president of the Humboldt Fire Insurance Company, a director of the Pittsburgh Brewing Company and other corporations; a member of the Chamber of Commerce and a thirty-second degree Mason.



FREDERICK GWINNER.

FREDERICK GWINNER, JR.

Frederick Gwinner, Jr., was born in the Borough of Manchester, now North Side, Pittsburgh, and died at his home April 19, 1910, at the age of 54 years. He was for many years one of the leading business men of Pittsburgh, being associated with his father and brother in the railroad and general contracting business, as business manager, in which capacity he had charge of many of the public improvements in Pittsburgh and vicinity. He was a director of the Allegheny Trust Company, the National Fireproofing Company and many other of the leading corporations of Pittsburgh. He was a member of the Duquesne and other leading clubs of Pittsburgh, a thirty-second degree Mason, being a member of Davage Lodge and of Allegheny Commandery, Knights Templar.

GEORGE W. RANKIN.



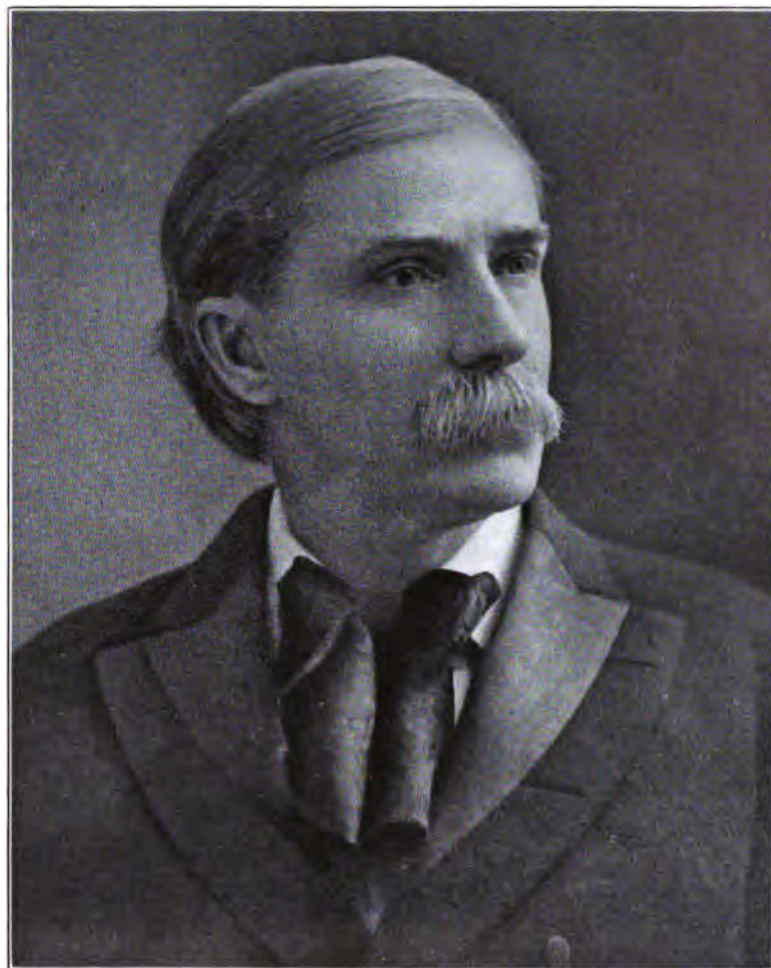
George W. Rankin, aged 72, for more than a quarter of a century a leading business man of Pittsburgh, died October 31, 1898. He was born in Franklin county, and resided in Westmoreland county several years before coming to Pittsburgh. He was for a time connected with the Pennsylvania Railroad in the transportation department, leaving that work to engage in the real estate business. He later engaged in banking and was a director at various times in the Masonic Bank and the Lincoln National Bank. He was president of the Traders and Mechanics Bank for several years, disposing of his holdings in the bank some years ago and retiring from active business. He was a veteran member of the Masonic fraternity, and was for many years a member of Lodge 45, F. & A. M. He was a member of the Western Star Lodge 24, I. O. O. F., and for more than 30 years a member of the First Presbyterian Church.

O. H. WERNER.

Oswald Werner, late enterprising manager of one of the largest Pittsburgh cleaning and dyeing establishments, was born in Mitweida, Saxony, Germany, October 16, 1835. Mr. Werner was the son of Lebrecht and Elinora Christiana Emmrich Werner. He received a public school education in his native country, and after coming to this country acquired English at the First Presbyterian Sabbath school, formerly located on Wood street, now on Sixth avenue. Previous to coming to America Mr. Werner learned the art of dyeing in German establishments. Shortly after he came to Pittsburgh he opened a small establishment in Fourth avenue, near Market street, which he conducted for several years. He was one of the pioneers in the dyeing business in this city and acquired a splendid business in a few years. At the time of his death he was head of the Oswald Werner & Sons Company, the oldest cleaning and dyeing concern in Pittsburgh.



J. M. GUFFEY.



William F. Wise, attorney at law, was born in Washington, Pa. His parents were Joseph B. Wise and Sarah (nee Stockdale) Wise. Mr. Wise was educated in the public and private schools and in Washington and Jefferson College, from which he was graduated. At an early age he was admitted to practice law in the Allegheny county courts and in the United States courts. Mr. Wise makes a specialty of civil and corporation law and of the settling of large estates. One of the signal triumphs of his legal career was his work as counsel for the claimants in the French Spoliation claims litigation. On account of his wide knowledge of the law and his well balanced judgment Mr. Wise has frequently been mentioned as a suitable person for a judgeship. He has, however, always refused the urgent solicitations of his friends to become a candidate.

JOHN R. JOHNSTON.



John R. Johnston, window glass manufacturer, is selling the product of 30 window glass factories. His office is in the First National Bank building, Pittsburgh. He was born in Arcanum, Drake county, Ohio, April 8, 1867, the son of Francis E. Johnston and Emily Wiggs Johnston. His early youth was passed there and in Topeka, Kansas. It was in Hartford City that he started in the window glass manufacturing business. He is president of the Johnston Glass Company of Hartford City, Indiana; president of the Johnston Brokerage Company, of Pittsburgh; vice-president of the Citizens State Bank, Hartford City, and of the Potomac Valley Orchard Company, of Pearre, Maryland. Mr. Johnston is a member of the Union Club of Pittsburgh and the Pittsburgh Athletic Association, of the Chicago Athletic Association, the Columbia Club of Indianapolis, and the Pittsburgh Chamber of Commerce. He is affiliated with the Masonic fraternity.

H. C. BUGHMAN.

Henry Clay Bughman, noted financier, who died at his Pittsburgh home March 12, 1913, was born in Ridge avenue, old Allegheny, March 22, 1848. Mr. Bughman graduated from the Pennsylvania Military Academy at Chester. He began work in the old Keystone Bank, Pittsburgh, in 1868, eventually becoming cashier. In 1881 he became a trustee of the estate of his grandfather, James H. Hays, the coal operator. In 1906 Mr. Bughman was elected president of the Second National Bank, but later resigned and was made chairman of the board of directors. He was vice-president of the Citizens National Bank and the Pittsburgh Bank for Savings; a director of the National Union Life Insurance Company, the Westinghouse Airbrake Company, the Westinghouse Machine Company, the Security Investment Company, the C. D. Postal & Telegraph and the Commercial Trust companies. He was a member of the Duquesne Club and an elder in the Shadyside Presbyterian Church.



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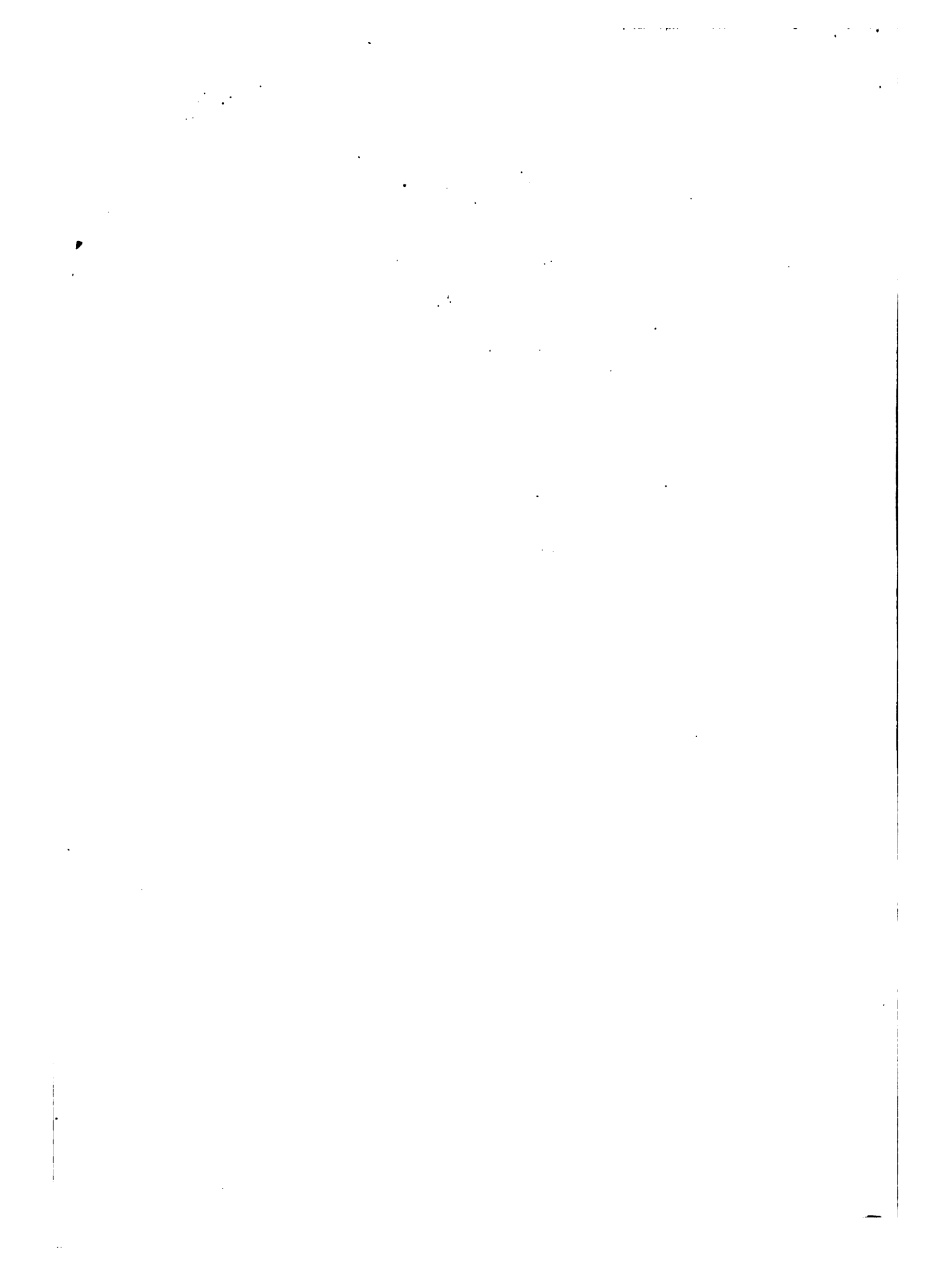
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E.H.
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1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes the need for transparency and accountability in financial reporting.

